## immixTechnology, Inc DIR-TSO-4315 APPENDIX C PRICING INDEX (per Amendment 1)

		DIR Customer	
Description	BRAND	Discount % off	
		MSRP	
Equipment (Server/ SaaS)	AINS	10.00%	
Software (Server/SaaS)	AINS	10.00%	
Maintenance	AINS	10.00%	
Implementation Services (Server /SaaS)	AINS	10.00%	
Training (Server /SaaS)	AINS	10.00%	
Electronic Commerce (Server /SaaS)	AINS	10.00%	
SaaS (Server/SaaS)	AINS	10.00%	
Implementation Services	Appian	55.00%	
Training	Appian	13.12%	
SaaS	Appian	42.00%	
Software	Tanium	13.26%	
Software Maintenance	Tanium	13.26%	
Implementation Services			
Training	Tanium	4.00%	
Equipment	Tanium	4.00%	
Equipment Software Maintenance	Infor	29.50%	
	Infor	0.75%	
SaaS	Infor	9.50%	
Equipment Maintenance of Equipment	LogRhythm	10.00%	
Maintenance of Equipment	LogRhythm	10.00%	
Software	LogRhythm	10.00%	
Software Maintenance	LogRhythm	10.00%	
Implementation Services	LogRhythm	10.00%	
Training	LogRhythm	10.00%	
SaaS	LogRhythm	10.00%	
Perpetual Software	Pulse Secure	10.00%	
License	Pulse Secure	15.00%	
Subscription	Pulse Secure	10.00%	
Subscription Renewal	Pulse Secure	10.00%	
SaaS	Pulse Secure	16.00%	
Implementation Services	Workiva	10.00%	
SaaS	Workiva	10.00%	
Equipment	Kronos	17.35%	
Maintenance of Equipment	Kronos	19.58%	
Software	Kronos	19.17%	
Software Maintenance	Kronos	18.69%	
Implementation Services	Kronos	15.46%	
Training	Kronos	15.88%	
Electronic Commerce	Kronos	15.46%	
SaaS	Kronos	0.69%	
Software (LICT and SUB)	CheckMarx	4.00%	
Software (LIC, LICT, SUB)			
Maintenance	PegaSystems	10.00%	
Software (LIC and LICT)	PegaSystems  Pagisian Lans	10.00%	
Maintenance	Decision Lens	6.00%	
Software (SUB and LICT)	Decision Lens	7.00%	
SULWAIC (SUD AND LICT)	Elasticsearch	1.50%	
Software (LIC LICT SLIP)	Federal, Inc.	45.0551	
Software (LIC, LICT, SUB)	MobileIron	16.00%	
Maintenance	MobileIron	4.00%	
Hardware	Nutanix	8.00%	
Hardware Maitnenance	Nutanix	8.00%	
Software (LIC and LICT)	Nutanix	8.00%	
Maintenance	Nutanix	8.00%	
Hardware	Palo Alto	20.00%	
	Networks		
Hardware Maitnenance	Palo Alto	10.00%	
		i	

Software (LIC and SUB)	Palo Alto	15.00%
Maintananaa	Networks	10.5557
Maintenance	Palo Alto	10.00%
Cold Client Coffeen Cuberminting	Networks	2.224
Gold Client Software Subscription	QlikTech Inc.	3.00%
Qlik Data Integration Software Subscription	QlikTech Inc.	3.00%
GeoAnalytics Software Subscription	QlikTech Inc.	5.00%
NPrinting Software Subscription  Core based Site Subscription	QlikTech Inc.	5.00%
Qlik Sense Software SaaS	QlikTech Inc.	5.00%
Qlik Sense Software Subscription	QlikTech Inc.	10.00%
Connector Software Subscription	QlikTech Inc.	10.00%
QlikView Software Subscription	QlikTech Inc.	10.00%
Catalog Software Subscription	QlikTech Inc.	10.00%
Insight Bot Software Subscription	QlikTech Inc.	5.00%
	QlikTech Inc.	5.00%
Alerting Software Subscription	QlikTech Inc.	5.00%
Mobile Software Subscription  Qlik Analytics Platform	QlikTech Inc.	10.00%
	QlikTech Inc.	5.00%
Signature Customer Success Subscription	QlikTech Inc.	2.00%
Customer Success - Services	QlikTech Inc.	2.00%
Education & Training	QlikTech Inc.	2.00%
Services	QlikTech Inc.	2.00%
Software (LIC and SUB)	Tenable, Public	4.00%
	Sector Inc.	
Maintenance	Tenable, Public	4.00%
0.6 (10 10 10 10)	Sector Inc.	
Software (LIC and SUB)	VEEAM	10.66%
Maintenance	VEEAM	3.00%
Software (Software and Maintenance)	Pitney Bowes	25.00%
	Software Inc	
Software (LIC and SUB)	COMMVAULT	10.00%
	SYSTEMS INC	
Maintenance	COMMVAULT	2.00%
	SYSTEMS INC	
SaaS	COMMVAULT	3.00%
	SYSTEMS INC	
Category A (Hardware & Subscription Bundles)	Fortinet	19.00%
Category B (Hardware & Subscription Bundles)	Fortinet	19.27%
Category E (Hardware & Subscription Bundles)	Fortinet	9.05%
Category F (Hardware & Subscription Bundles)	Fortinet	24.03%
Category C (Forticare & Renewals)	Fortinet	9.05%
Category S (SW SUB)	Fortinet	9.05%
Category I (Hardware & Subscription Bundle)	Fortinet	9.05%
Hardware	GIGAMON	10.00%
	SYSTEMS	
Hardware Maintenance	GIGAMON	10.00%
	SYSTEMS	
Software	GIGAMON	10.00%
	SYSTEMS	
Software (LIC and SUB)	Centrify	28.75%
Maintenance	Centrify	2.75%
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, XenDesktop, XenApp,	Citrix	2.00%
CSS Priority & Hypervisor)		
Maintenance (XenDesktop)	Citrix	2.90%
Hardware Maintenance and Maintenance (XenDesktop, XenApp, Netscaler and Citrix	Citrix	3.00%
Workplace Suite) License (Workspace, Virtual Apps, Virtual Desktops)	Citric	A 000/
Hardware Maintenance ( Firewall MXP, Branch Repeater, CloudBridge, Netscaler App,	Citrix	4.00%
Netscaler MPX, Netscaler SDX, Netscaler Upgragde, 1-3 Year Gold MNT)	Citrix	5.00%
Maintenance (Citrix Access Gateway, Citrix Branch Repeater, Cloud Gateway, Citrix	Citrix	5.00%
Repeater Plugin)	2.3	
Maintenance (Citrix NetScaler SSL, Citrix NetScaler AppCache, Citrix NetScaler VPX,	Citrix	5.00%
Citrix NetScaler AppConnector, Citrix NetScaler CloudBridge)		

Maintenance ( XenApp, XenDesktop, XenServer, XenClient, XenMobile )	Citrix	5.00%	
License ( Citrix NetScaler, Citrix ShareFile, Citrix Virtual Desktops, XenApp, XenDesktop,	Citrix	5.00%	
XenApp Subscription Add On)			
Maintenance (SD-WAN 2100Z, SD-WAN 410Z, SD-WAN 4100Z, SD-WAN 5100Z)	Citrix	5.60%	
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, NetScaler,	Citrix	6.00%	
Hardware Maintenance and License (NetScaler SDX and NetScaler MPX)	Citrix	7.00%	
Maintenance (Citrix CloudBridge VPX Virtual WAN 10-VW)	Citrix	7.50%	
Maintenance (Business, Extended and Preferred Support)	Citrix	7.90%	
Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, ShareFile, WorkSpace,	Citrix	8.70%	
NetScaler)			
Maintenance (Citrix NetScaler MPX 22060)	Citrix	8.90%	
Hardware (Podio)	Citrix	9.00%	
Hardware Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, WorkSpace,	Citrix	9.00%	
NetScaler)			
Software (Podio, ADC MPX, SD-WAN, ADC SDX, CSS Priority, ADC CPX, WorkSpace,	Citrix	9.00%	
CSS Select, Virtual Apps, Sharefile, Gateway, Citrix Virtual Apps,			
Hardware (Firewall MPX, NetScaler, Citrix Branch Repeater, CloudBridge)	Citrix	11.00%	-
Hardware Maintenance (Citrix ADC MPX, SD-WAN, ADC SDX, NetScaler, Citrix Branch Repeater, WorkSpace, XenApp, XenMobile, XenServer	Citrix	11.00%	
Maintenance ( NetScaler, XenServer)	Citriy	11 000/	
Software (CloudBridge, NetScaler, XenApp)	Citrix	11.00%	
Hardware (UPG App, UPG Access Gateway, NetScaler)	Citrix	11.00%	
, , , , , , , , , , , , , , , , , , , ,	Citrix	13.00%	
Software (XenDesktop CloudBridge, Citrix Branch Repeater, NetScaler)	Citrix	13.00%	
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, Citrix Web App Firewall)	Citrix	14.00%	
Hardware Maintenance (Citrix ADC MPX, SD-WAN, Citrix ADC AppCache, NetScaler,	Citrix	14.00%	
Citrix Gateway, Citrix EdgeSight) SaaS (Citrix SD-WAN 110, Citrix SD-WAN 410)	C'L .	4.4.000/	-
Software (Citrix ADC VPX, ADC MPX, ADC CPX, SD-WAN, ADC SDX, NetScaler, WAF,	Citrix	14.00%	
Citrix Zero-Capacity, Citrix URL, Citrix vCPU)	Citrix	14.00%	
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler)	Citrix	16.50%	-
Hardware Maintenance (NetScaler, XenApp, Citrix ADC MPX, Citrix Branch Repeater)		16.50%	-
Maintenance (NetScaler, SD-WAN, XenApp, Citrix Branch Repeater)	Citrix		-
Software (Citrix ADC MPX, SD-WAN, Citrix NetScaler Zero-Capacity, VPX, XenApp, Citrix	Citrix	16.50%	-
Branch Repeater, NetScaler Management)	Citrix	16.50%	
Hardware (NetScaler)	Citrix	23.00%	-
Hardware Maintenance ( Citrix NetScaler MPX)	Citrix	23.00%	
Software ( XenMobile App)		23.00%	
Hardware (Citrix ADC, Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, UPG NetScaler	Citrix		-
Hardware Maintenance (Citrix ADC SFP Gigabit Ethernet)	Citrix	25.00%	-
Maintenance (Citrix Virtual Desktops and XenMobile)	Citrix	25.00%	
Software (XenMobile, Workspace Suite, Workspace, Virtual Desktops, Virtual Apps, SD-	Citrix	25.00%	
WAN, ADC Web App, NetScaler, EdgeSight)	Citrix	25.00%	
Hardware (SD-WAN, NetScaler, Workspace, MPX, Repeater, SDX, XenApp)	Citrix	28.00%	
Hardware Maintenance ( Workspace Suite, SD-WAN, Citrix App Layering, XenApp.	Citrix		
EdgeSight, NetScaler)	CILIIX	28.00%	
Maintenance (XenDesktop)	Citrix	28.00%	
Software (XenServer, App Layering, NetScaler, SD-WAN, XenDesktop, Workspace,	Citrix	28.00%	
XenApp, XenMobile, XenServer)	O.C. IX	20.0070	
Hardware Maintenace (SD-WAN)	Citrix	55.00%	
SaaS (SD-WAN)	Citrix	55.00%	
Software (SD-WAN)	Citrix	55.00%	
For AINS Only	MSRP	DIR Customer	DIR Customer
Installation / Configuration / Technical Services / Training / Hourly Rate	WiSiti	Discount % off	Price
mistaliation / Comiguration / recimical services / Training / Trouny Nate		MSRP	Tricc
Architect I - Off-Site (Contractor Site) Hourly Rate	\$165.85	10.00%	\$150.38
Architect I - Off-Site (Contractor Site) Hourly Rate  Architect II - Off-Site (Contractor Site) Hourly Rate	\$197.95	10.00%	\$130.38
, , ,			
Architect III - Off-Site (Contractor Site) Hourly Rate	\$230.05	10.00%	\$208.60
Architect IV - Off-Site (Contractor Site) Hourly Rate	\$283.55	10.00%	\$257.11
Architect V - Off-Site (Contractor Site) Hourly Rate	\$347.75	10.00%	\$315.32
Architect I - On-site (Customer Site) Hourly Rate	\$155.00	10.00%	\$140.55
Architect II - On-site (Customer Site) Hourly Rate	\$185.00	10.00%	\$167.75
Architect III - On-site (Customer Site) Hourly Rate	\$215.00	10.00%	\$194.95
Architect IV - On-site (Customer Site) Hourly Rate	\$265.00	10.00%	\$240.29
Architect V - On-site (Customer Site) Hourly Rate	\$325.00	10.00%	\$294.69
Business Analyst I - Off-Site (Contractor Site) Hourly Rate	\$130.54	10.00%	\$118.37
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Business Analyst II - Off-Site (Contractor Site) Hourly Rate	\$179.76	10.00%	\$163.00
Business Analyst III - Off-Site (Contractor Site) Hourly Rate	\$228.98	10.00%	\$207.63
Business Analyst IV - Off-Site (Contractor Site) Hourly Rate	\$278.20	10.00%	\$252.26
Business Analyst V - Off-Site (Contractor Site) Hourly Rate	\$331.70	10.00%	\$300.77
Business Analyst I - On-site (Customer Site) Hourly Rate	\$122.00	10.00%	\$110.62
Business Analyst II - On-site (Customer Site) Hourly Rate	\$168.00	10.00%	\$152.33
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APPENDIX C PRICING			
Business Analyst III - On-site (Customer Site) Hourly Rate	\$214.00	10.00%	\$194.04
Business Analyst IV - On-site (Customer Site) Hourly Rate	\$260.00	10.00%	\$235.76
Business Analyst V - On-site (Customer Site) Hourly Rate	\$310.00	10.00%	\$281.09
Configuration Engineer I - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Configuration Engineer II - Off-Site (Contractor Site) Hourly Rate	\$133.75	10.00%	\$121.28
Configuration Engineer III - Off-Site (Contractor Site) Hourly Rate	\$166.92	10.00%	\$151.35
	· ·		
Configuration Engineer IV - Off-Site (Contractor Site) Hourly Rate	\$192.60	10.00%	\$174.64
Configuration Engineer V - Off-Site (Contractor Site) Hourly Rate	\$235.40	10.00%	\$213.45
Configuration Engineer I - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Configuration Engineer II - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Configuration Engineer III - On-site (Customer Site) Hourly Rate	\$156.00	10.00%	\$141.45
Configuration Engineer IV - On-site (Customer Site) Hourly Rate	\$180.00	10.00%	\$163.22
Configuration Engineer V - On-site (Customer Site) Hourly Rate	\$220.00	10.00%	\$199.49
Help Desk Specialist I - Off-Site (Contractor Site) Hourly Rate	\$69.55	10.00%	\$63.06
Help Desk Specialist II - Off-Site (Contractor Site) Hourly Rate	\$90.95	10.00%	\$82.47
Help Desk Specialist III - Off-Site (Contractor Site) Hourly Rate	\$113.42	10.00%	\$102.84
Help Desk Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Help Desk Specialist V - Off-Site (Contractor Site) Hourly Rate	\$176.55	10.00%	\$160.09
Help Desk Specialist I - On-site (Customer Site) Hourly Rate	\$65.00	10.00%	\$58.94
Help Desk Specialist II - On-site (Customer Site) Hourly Rate	\$85.00	10.00%	\$77.07
Help Desk Specialist III - On-site (Customer Site) Hourly Rate	\$106.00	10.00%	\$96.12
Help Desk Specialist IV - On-site (Customer Site) Hourly Rate	\$135.00	10.00%	\$122.41
Help Desk Specialist V - On-site (Customer Site) Hourly Rate	\$165.00	10.00%	\$149.61
Operation Support Specialist I - Off-Site (Contractor Site) Hourly Rate	\$51.36	10.00%	\$46.57
Operation Support Specialist II - Off-Site (Contractor Site) Hourly Rate	\$83.46	10.00%	\$75.68
Operation Support Specialist III - Off-Site (Contractor Site) Hourly	\$126.26	10.00%	\$114.49
Rate			
Operation Support Specialist IV - Off-Site (Contractor Site) Hourly	\$169.06	10.00%	\$153.30
Rate			
Operation Support Specialist V - Off-Site (Contractor Site) Hourly Rate	\$211.86	10.00%	\$192.10
Operation Support Specialist I - On-site (Customer Site) Hourly Rate	\$48.00	10.00%	\$43.52
Operation Support Specialist II - On-site (Customer Site) Hourly Rate	\$78.00	10.00%	\$70.73
immixTechnology, Inc DIR			
APPENDIX C PRICING	INDEX		
Operation Support Specialist III - On-site (Customer Site) Hourly Rate	\$118.00	10.00%	\$107.00
Operation Support Specialist IV - On-site (Customer Site) Hourly Rate	\$158.00	10.00%	\$143.27
Operation Support Specialist V - On-site (Customer Site) Hourly Rate	\$198.00	10.00%	\$179.54
Product Consultant I - Off-Site (Contractor Site) Hourly Rate	\$267.50	10.00%	\$242.56
Product Consultant II - Off-Site (Contractor Site) Hourly Rate	\$315.65	10.00%	\$286.22
Product Consultant III - Off-Site (Contractor Site) Hourly Rate	\$369.15	10.00%	\$334.73
Product Consultant IV - Off-Site (Contractor Site) Hourly Rate	\$417.30	10.00%	\$378.39
Product Consultant V - Off-Site (Contractor Site) Hourly Rate	\$444.05	10.00%	\$402.64
Product Consultant I - On-site (Customer Site) Hourly Rate	\$250.00	10.00%	\$226.69
Product Consultant II - On-site (Customer Site) Hourly Rate	\$295.00	10.00%	\$267.49
Product Consultant III - On-site (Customer Site) Hourly Rate	\$345.00	10.00%	\$312.83
Product Consultant IV - On-site (Customer Site) Hourly Rate	\$390.00	10.00%	\$353.63
Product Consultant V - On-site (Customer Site) Hourly Rate	\$415.00	10.00%	\$376.30
Product Support Specialist I - Off-Site (Contractor Site) Hourly Rate	\$74.90	10.00%	\$67.92
Product Support Specialist II - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Product Support Specialist III - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Product Support Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$187.25	10.00%	\$169.79
Product Support Specialist V - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
Product Support Specialist I - On-site (Customer Site) Hourly Rate	\$70.00	10.00%	\$63.47
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Product Support Specialist II - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Product Support Specialist III - On-site (Customer Site) Hourly Rate	\$135.00	10.00%	\$122.41
Product Support Specialist IV - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Product Support Specialist V - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Project Manager I - Off-Site (Contractor Site) Hourly Rate	\$155.15	10.00%	\$140.68
Project Manager II - Off-Site (Contractor Site) Hourly Rate	\$187.25	10.00%	\$169.79
Project Manager III - Off-Site (Contractor Site) Hourly Rate	\$214.00	10.00%	\$194.04
Project Manager IV - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
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APPENDIX C PRICING I			
		T	
Project Manager V - Off-Site (Contractor Site) Hourly Rate	\$347.75	10.00%	\$315.32
Project Manager I - On-site (Customer Site) Hourly Rate	\$145.00	10.00%	\$131.48
Project Manager II - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Project Manager III - On-site (Customer Site) Hourly Rate	\$200.00	10.00%	\$181.35
Project Manager IV - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Project Manager V - On-site (Customer Site) Hourly Rate	\$325.00	10.00%	\$294.69
Quality Assurance Specialist I - Off-Site (Contractor Site) Hourly Rate	\$81.32	10.00%	\$73.74
Quality Assurance Specialist II - Off-Site (Contractor Site) Hourly Rate	\$103.79	10.00%	\$94.11
Quality Assurance Specialist III - Off-Site (Contractor Site) Hourly Rate	\$133.75	10.00%	\$121.28
Quality Assurance Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$160.50	10.00%	\$145.53
Quality Assurance Specialist V - Off-Site (Contractor Site) Hourly Rate	\$197.95	10.00%	\$179.49
Quality Assurance Specialist I - On-site (Customer Site) Hourly Rate	\$76.00	10.00%	\$68.91
Quality Assurance Specialist II - On-site (Customer Site) Hourly Rate	\$97.00	10.00%	\$87.95
Quality Assurance Specialist III - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Quality Assurance Specialist IV - On-site (Customer Site) Hourly Rate	\$150.00	10.00%	\$136.01
Quality Assurance Specialist V - On-site (Customer Site) Hourly Rate	\$185.00	10.00%	\$167.75
Subject Matter Expert I - Off-Site (Contractor Site) Hourly Rate	\$181.90	10.00%	\$164.94
Subject Matter Expert II - Off-Site (Contractor Site) Hourly Rate	\$214.00	10.00%	\$194.04
Subject Matter Expert III - Off-Site (Contractor Site) Hourly Rate	\$246.10	10.00%	\$223.15
Subject Matter Expert IV - Off-Site (Contractor Site) Hourly Rate	\$304.95	10.00%	\$276.51
Subject Matter Expert V - Off-Site (Contractor Site) Hourly Rate	\$374.50	10.00%	\$339.58
Subject Matter Expert V On Site (Contractor Site) Hourly Rate	\$170.00	10.00%	\$154.15
Subject Matter Expert II - On-site (Customer Site) Hourly Rate	\$200.00	10.00%	\$181.35
Subject Matter Expert III - On-site (Customer Site) Hourly Rate	\$230.00	10.00%	\$208.55
Subject Matter Expert IV - On-site (Customer Site) Hourly Rate	\$285.00	10.00%	\$258.42
Subject Matter Expert V - On-site (Customer Site) Hourly Rate	\$350.00	10.00%	\$317.36
Technology Specialist I - Off-Site (Contractor Site) Hourly Rate	\$149.80	10.00%	\$135.83
Technology Specialist I - Off-Site (Contractor Site) Hourly Rate  Technology Specialist II - Off-Site (Contractor Site) Hourly Rate	\$149.80	10.00%	\$155.65 \$164.94
	· · · · · · · · · · · · · · · · · · ·	10.00%	\$104.94
immixTechnology, Inc DIR-			
APPENDIX C PRICING I	INDEX		
Technology Specialist III - Off-Site (Contractor Site) Hourly Rate	\$208.65	10.00%	\$189.19
Technology Specialist IV - Off-Site (Contractor Site) Hourly Rate	\$240.75	10.00%	\$218.30
Technology Specialist V - Off-Site (Contractor Site) Hourly Rate	\$272.85	10.00%	\$247.41
Technology Specialist I - On-site (Customer Site) Hourly Rate	\$140.00	10.00%	\$126.95
Technology Specialist II - On-site (Customer Site) Hourly Rate	\$170.00	10.00%	\$154.15
Technology Specialist III - On-site (Customer Site) Hourly Rate	\$195.00	10.00%	\$176.82
Technology Specialist IV - On-site (Customer Site) Hourly Rate	\$225.00	10.00%	\$204.02
Technology Specialist V - On-site (Customer Site) Hourly Rate	\$255.00	10.00%	\$231.22
Technical Writer I - Off-Site (Contractor Site) Hourly Rate	\$80.25	10.00%	\$72.77
Technical Writer II - Off-Site (Contractor Site) Hourly Rate	\$101.65	10.00%	\$92.17
Technical Writer III - Off-Site (Contractor Site) Hourly Rate	\$123.05	10.00%	\$111.58
Technical Writer IV - Off-Site (Contractor Site) Hourly Rate	\$144.45	10.00%	\$130.98
Technical Writer V - Off-Site (Contractor Site) Hourly Rate	\$165.85	10.00%	\$150.38
Technical Writer I - On-site (Contractor Site) Hourly Rate	\$75.00	10.00%	\$68.01
Technical Writer II - On-site (Customer Site) Hourly Rate	\$95.00	10.00%	\$86.14
Technical Writer III - On-site (Customer Site) Hourly Rate	\$115.00	10.00%	\$104.28
·	00.014	+	\$104.26
Technical Writer IV - On-site (Customer Site) Hourly Rate	\$12E 00		
Tochnical Writer V On cite (Customer Cite) Hourly Pate	\$135.00	10.00%	
Technical Writer V - On-site (Customer Site) Hourly Rate	\$155.00	10.00%	\$140.55
Trainer I - Off-Site (Contractor Site) Hourly Rate	\$155.00 \$133.75	10.00% 10.00%	\$140.55 \$121.28
	\$155.00	10.00%	\$140.55

Trainer IV - Off-Site (Contractor Site) Hourly Rate	\$267.50	10.00%	\$242.56
Trainer V - Off-Site (Contractor Site) Hourly Rate	\$321.00	10.00%	\$291.07
Trainer I - On-site (Customer Site) Hourly Rate	\$125.00	10.00%	\$113.34
Trainer II - On-site (Customer Site) Hourly Rate	\$150.00	10.00%	\$136.01
Trainer III - On-site (Customer Site) Hourly Rate	\$175.00	10.00%	\$158.68
Trainer IV - On-site (Customer Site) Hourly Rate	\$250.00	10.00%	\$226.69
Trainer V - On-site (Customer Site) Hourly Rate	\$300.00	10.00%	\$272.03

## immixTechnology, Inc DIR-TSO-4315 APPENDIX C PRICING INDEX

APPENDIX C PRICING INDEX					
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price		
AINS Help Desk / Technical Support - 10 support calls bundle; Next day response via telephone, email and/or text	\$1,765.00	10.00%	\$1,600.41		
AINS Help Desk / Technical Support - 50 support calls bundle; Next day response via telephone, email and/or text	\$8,235.00	10.00%	\$7,467.09		
AINS Help Desk / Technical Support - 100 support calls bundle; Next day response via telephone, email and/or text	\$14,118.00	10.00%	\$12,801.50		
Strike Force Level 1 (Configuration) - 100 hours; Configuration of COTS Products.  The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	\$25,000.00	10.00%	\$22,668.75		
Strike Force Level 1 (Data Migration) - 100 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$25,000.00	10.00%	\$22,668.75		
Strike Force Level 1 (Requirements Analysis) - 100 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$25,000.00	10.00%	\$22,668.75		
Strike Force Level 1 (Installation) - 100 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	\$25,000.00	10.00%	\$22,668.75		
Strike Force Level 2 (Configuration) - 250 hours; Configuration of COTS Products.  The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	\$60,000.00	10.00%	\$54,405.00		
Strike Force Level 2 (Data Migration) - 250 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$60,000.00	10.00%	\$54,405.00		
immixTechnology, Inc DIR-TSO APPENDIX C PRICING INDE					
Strike Force Level 2 (Requirements Analysis) - 250 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$60,000.00	10.00%	\$54,405.00		
Strike Force Level 2 (Installation) - 250 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	\$60,000.00	10.00%	\$54,405.00		
Strike Force Level 3 (Configuration) - 1000 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical	\$225,000.00	10.00%	\$204,018.75		
Architecture review and design, system Configuration.  Strike Force Level 3 (Data Migration) - 1000 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	\$225,000.00	10.00%	\$204,018.75		
Strike Force Level 3 (Requirements Analysis) - 1000 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	\$225,000.00	10.00%	\$204,018.75		

raining - Full Day (8 hours) - Per Class (Minimum 5 students / Maximum 10				
tudents per class); AINS product training for up to 10 users for a full day (8 hours).	\$3,500.00	10.00%		\$3,173.6
User Manuals and hands on training at AINS facility or at the client site. If training	\$3,500.00	10.00%		\$3,173.0
ot				
raining - Half Day (4 hours) - AINS product training for up to 10 users for a half				
lay (4 hours). User Manuals and hands-on training at AINS facility or at the client	\$1,765.00	10.00%		\$1,600.4
ite. If training not at AINS facility, client will supply training facilities and equal	, ,			, ,
raining - Full Day (8 hours) - Price is per day, per person at AINS site.	\$350.00	10.00%		\$317.3
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APPENDIX C PRICING INDEX	.015	c	heckMa	rv
Installation / Configuration / Technical Services and Training Packages		DIR Customer	DIR Cu	
motalisticity comigaration, recimical services and realining racinages	MSRP	Discount	Price	otoe.
	IVISINI	% off MSRP	11100	
Professional Service Day - 8 hours	\$ 2,500.00	2.0%	\$	2,468.5
·	\$ 2,300.00	4.0%	\$	483.6
Training	\$ 500.00	4.0%	\$	483.6
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APPENDIX C PRICING INDEX			egaSyste	
Installation / Configuration / Technical Services and Training Packages		DIR Customer	DIR Cu	stomer
	MSRP	Discount	Price	
		% off MSRP		
Pega Associate System Architect, 1 hour	\$ 210.00	10%	\$	189.5
Pega Business Architect, 1 hour	\$ 220.00	10%	\$	198.6
Pega Business Management Consultant, 1 hour	\$ 330.00	10%	\$	297.9
Pega Deployment Architect, 1 hour	\$ 275.00	10%	\$	248.2
Pega Domain Consultant, 1 hour	\$ 325.00	10%	\$	293.4
Pega Engagement Leader,1 hour	\$ 302.50	10%	\$	273.0
Pega Lead Business Architect, 1 hour	\$ 275.00	10% 10%	\$	248.2
Pega Lead Decisioning Architect, 1 hour	\$ 325.00	10%	\$	293.4 248.2
Pega Lead Systems Architect, 1 hour	\$ 275.00 \$ 325.00	10%	\$	248.2
Pega Performance Architect, 1 hour Pega Principal Business Architect, 1 hour	\$ 325.00 \$ 302.50	10%	\$	273.0
Pega Principal Decisioning Architect, 1 hour	\$ 330.00	10%	\$	297.9
Pega Practice Leader, 1 hour	\$ 330.00	10%	\$	297.9
Pega Principal Systems Architect, 1 hour	\$ 302.50	10%	\$	273.0
Pega Systems Architect, 1 hour	\$ 220.00	10%	\$	198.6
Pega Senior Business Architect, 1 hour	\$ 247.50	10%	\$	223.4
Pega Senior Decisioning Architect, 1 hour	\$ 295.00	10%	\$	266.3
Pega Senior Systems Architect, 1hour	\$ 247.50	10%	\$	223.4
Pega Technical Architect, 1 hour	\$ 325.00	10%	\$	293.4
Pega User Experience Architect, 1 hour	\$ 275.00	10%	\$	248.2
Pega UI Developer, 1 hour	\$ 325.00	10%	\$	293.4
Pega Academy Credits may be used to commit Pega Academy training in the form of	\$ 15.00	10%	\$	13.5
Self-Study, Instructor-Led or Onsite courses.	Ş 15.00	10%		13.3
Pega Onsite per day price for additional students (per day per student)	\$ 300.00	10%	\$	270.8
Pega Onsite Daily Rate up to 12 students (per day)	\$ 4,500.00	10%	\$	4,062.4
Pega Public: Getting Started - Per Student	\$ 1,350.00	10%	\$	1,218.7
Pega Public Pega Robotic Automation Architect Essentials - Per Student	\$ 2,700.00	10%	\$	2,437.4
Pega Public Implementing Pega Robotic Automation - Per Student	\$ 3,375.00	10%	\$	3,046.8
Pega Public System Architect Essentials - Per Student	\$ 5,400.00	10%	\$	4,874.9
Pega Public: Senior System Architect - Per Student	\$ 6,750.00	10%	\$	6,093.7
Pega Public: Business Architect Essentials - Per Student	\$ 3,327.50	19%	\$	2,730.8
Pega Public: System Administration - Per Student	\$ 2,904.00	19%	\$	2,383.3
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APPENDIX C PRICING INDEX				deral, Inc.
Installation / Configuration / Technical Services and Training Packages		DIR Customer	DIR Cu	stomer
	MSRP	Discount	Price	
		% off MSRP		
		4.00/	\$	2,992.4
Consulting Services flexible consulting days (Base Package - minimum quantity of 4)	\$ 3,000.00	1.0%	Ψ	
Consulting Services flexible consulting days (Base Package - minimum quantity of 4) Elastic Private Training for one (1) day On-Site or Virtual for up to 25 students. Please				13.964.7
	\$ 3,000.00 \$ 14,000.00	1.0%	\$	13,964.7

Elastic Private Training for one (1) student to attend one (1) day of on-site training. Please contact Elastic prior to ordering to discuss a SOW.	\$ 560.00	1.0%	\$ 558.59
Online Training Annual Subscription (Virtual/On-Demand)	\$ 4,600.00	1.0%	\$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Standard Annual  Training	\$ 4,600.00	1.0%	\$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$ 3,600.00	1.0%	\$ 3,590.93
Individual seat for one (1)named user to consume one (1) year of Professional Annual Training Subscription	\$ 5,600.00	1.0%	\$ 5,585.89

Subscription	\$ 3,600.00	1.0%	\$ 3,590.93
Individual seat for one (1)named	\$ 5,600.00	1.0%	\$ 5,585.89
user to consume one (1) year of Professional Annual Training Subscription		1.070	3,363.63
immixTechnology, Inc DIR-TSO	-4315		
APPENDIX C PRICING INDEX		N	NobileIron
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Support Case Pack for MobileIron Cloud. (5 cases to be used within 12 months)	\$ 700.00	3.7%	\$ 679.00
Professional Services – 4hrs Remote Healthcheck (technical review + recommendations)	\$ 1,000.00	3.7%	\$ 970.00
Advisory Services – 40 hrs Onsite and Remote Assistance with developing a	\$ 10,000.00	3.7%	\$ 9,700.00
comprehensive BYOD Program	\$ 10,000.00	3.770	3,700.00
Advisory Services – 40 hrs Onsite and Remote Review and assistance with optimizing the	\$ 10,000.00	3.7%	\$ 9,700.00
Customer's Help Desk to respond to Mobility issues	,		
Advisory Services – 25 hrs Onsite and Remote Review of Customer's Corporate Mobility	\$ 6,250.00	3.7%	\$ 6,062.50
Policies, how they are applied in Mobilelron, and recommendations for optimization and Advisory Services – 80 hrs Remote and Onsite Support of Customer in developing a			
customized mobility program	\$ 20,000.00	3.7%	\$ 19,399.99
Advisory Services - Implementation and Operational Guidance - 40 hrs Onsite and Remote			
Support of Customer's roll out a new MobileIron-related mobility service	\$ 10,000.00	3.7%	\$ 9,700.00
Strategic Consulting Workshop - Combination of an onsite workshop and remote work,			
which provides the Customer with access to an experienced Strategic Consulting Services	\$ 10,000.00	3.7%	\$ 9,700.00
resource to educate the Customer and help develop and refine a mobile strategy.			
Advisory Services - 40 hours of onsite or remote assistance to develop employee			
communications strategy, recommend improvements, and customize baseline	\$ 10,000.00	3.7%	\$ 9,700.00
communications materials for the customer.			
Professional Services - Installation of the On-Premise version of the BYOD portal code.	\$ 2,000.00	3.7%	\$ 1,940.00
Does not include custom code development.	, ,		7 -/5 15155
Professional Services – 20hrs Remote Assistance with the transition away from MobileIron	\$ 5,000.00	3.7%	\$ 4,850.00
Connected Cloud  Professional Services - Design, implementation and validation of a Core HA/DR	\$ 2,000.00	3.7%	\$ 1,940.00
Professional Services – 20hrs Remote Assistance with the MobileIron appliance		3.770	
(Core,sentry & connector) software upgrade. This applies to both VM and physical	\$ 5,000.00	3.7%	\$ 4,850.00
Professional Services - Basic Deployment 1 - Install (core functionality, simple setup)	\$ 3,000.00	3.7%	\$ 2,910.00
Professional Services – MI Cloud Basic Deployment 1 - MobileIron Cloud Configuration		3.7%	ć 1.4FF.00
(core functionality, simple setup) and Sentry Install	\$ 1,500.00	3.7%	\$ 1,455.00
Professional Services - Basic Deployment 2 -Install (core functionality + Sentry high	\$ 6,000.00	3.7%	\$ 5,820.00
availability + Docs@Work, Web@Work)	\$ 0,000.00	3.770	3,020.00
Professional Services – MI Cloud Basic Deployment 2 - MobileIron Cloud (core	\$ 3,000.00	3.7%	\$ 2,910.00
functionality + Sentry high availability) and Sentry Install	1 2,222		, , , , , , , , , , , , , , , , , , , ,
Professional Services - Basic Deployment 3 - Install (core functionality + Sentry and VSP	\$ 8,000.00	3.7%	\$ 7,760.00
high availability + PKI Integration + Docs@Work, Web@Work)  Professional Services – MI Cloud Basic Deployment 3 - MobileIron Cloud (core			
functionality + Sentry high availability + PKI Integration + Android for Work + AppConnect	\$ 4,000.00	3.7%	\$ 3,880.00
and/or AppTunnel) and Sentry Install	7 4,000.00	3.770	3,000.00
Professional Services - Core Basic Deployment for Gold bundle - Install (core functionality			
+ Sentry high availability + Docs@Work, Web@Work)	\$ 9,000.00	3.7%	\$ 8,730.00
Professional Services – MI Cloud Basic Deployment for Gold bundle - MobileIron Cloud	ć 5.500.00	2.70/	ć 5.335.00
(core functionality + Sentry high availability) and Sentry Install	\$ 5,500.00	3.7%	\$ 5,335.00
Professional Services - Core Basic Deployment for Platinum bundle - Install (core	\$ 15,000.00	3.7%	\$ 14,549.99
functionality + Sentry and VSP high availability + PKI Integration + Docs@Work,	3 13,000.00	3.770	7 14,545.55
Professional Services – MI Cloud Basic Deployment for Platinum bundle - MobileIron			
Cloud (core functionality + Sentry high availability + PKI Integration + Android for Work +	\$ 11,000.00	3.7%	\$ 10,670.00
AppConnect and/or AppTunnel, + KCD) and Sentry Install			
Professional Services - Core Basic Deployment for Silver bundle - Install (core functionality, simple setup)	\$ 5,000.00	3.7%	\$ 4,850.00
Professional Services – MI Cloud Basic Deployment for Silver bundle - MobileIron Cloud			+
Configuration (core functionality, simple setup) and Sentry Install	\$ 2,500.00	3.7%	\$ 2,425.00
One additional Support Engineer add on for multi GEO coverage for Enterprise support.		0.77	A
Possible to have multiple. (annual fee)	\$ 30,000.00	3.7%	\$ 29,099.99

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Nutanix Services Workshop, AHV Migration	\$ 6,449.00	8.0%	\$ 5,978.17
Services Workshop, AHV Migration 10 License Entitlement Add-on	\$ 1,720.00	8.0%	\$ 1,594.43
Services Workshop, AHV Migration 20 License Entitlement Add-on	\$ 1,720.00	8.0%	\$ 1,594.43
Nutanix Services workshop, Location, Americas	\$ 2,968.00	8.0%	\$ 2,751.31
Nutanix Services Workshop, Location, APAC	\$ 1.00	8.0%	\$ 0.93
Nutanix Services Workshop, Location, EMEA	\$ 1,484.00	8.0%	\$ 1,375.66
Nutanix Services Workshop, FitCheck Health Check	\$ 9,742.00	8.0%	\$ 9,030.76
Nutanix Services Workshop, Server Migration Design	\$ 4,065.00	8.0%	\$ 3,768.22
Nutanix Services Workshop, SQL DB Migration Design	\$ 4,719.00	8.0%	\$ 4,374.48
Nutanix Services Workshop, VDI Design	\$ 9,108.00	8.0%	\$ 8,443.05
Nutanix Implementation Services, Per Node, New or Existing Environment  DELIVERY: On-Site (T&E Separate), via Nutanix Services PRICING: Per Node T&E: Use SKU CNS-T&E-NC, Minimum Quantity 2 TERMS: See "Nutanix Implementation Service" Data S	\$ 1,750.00	8.0%	\$ 1,622.24
Nutanix SX Implementation Services, 4 Node Bundle, New or Existing Environment  DELIVERY: On-Site via Nutanix Services  PRICING: Up to 4 Node Increments  T&E: Included Americas and EMEA, ANZ. For other APAC Verify with gso-dealdesk@nutanix.com	\$ 2,875.00	8.0%	\$ 2,665.10
Nutanix Services ProPackÂ			
Available OptionsÄ  *Delivery Days: 1, 3, or 5 (Contiguous)Â  *Delivery Type: Onsite (3 or 5 Days only) or Remote 100%  *Delivery Geography: Americas, EMEA, or APAC	\$ 250.00	8.0%	\$ 231.75
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 2,355.00	8.0%	\$ 2,183.07
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 1,844.00	8.0%	\$ 1,709.37
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous)  *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 7,912.00	8.0%	\$ 7,334.36
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 6,379.00	8.0%	\$ 5,913.28
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 6,565.00	8.0%	\$ 6,085.71
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 5,032.00	8.0%	\$ 4,664.63
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 13,020.00	8.0%	\$ 12,069.44
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	\$ 10,465.00	8.0%	\$ 9,700.98
SERVICE: Nutanix Services Resident	\$ 1,000.00	8.0%	\$ 926.99
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: AMER	\$ 218,494.00	8.0%	\$ 202,542.29
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: EMEA	\$ 214,214.00	8.0%	\$ 198,574.76
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: APAC	\$ 194,790.00	8.0%	\$ 180,568.86
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: AMER	\$ 203,520.00	8.0%	\$ 188,661.50
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: EMEA	\$ 191,040.00	8.0%	\$ 177,092.64
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: APAC	\$ 181,440.00	8.0%	\$ 168,193.51
Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: AMER	\$ 152,006.00	8.0%	\$ 140,908.41

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Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident	\$ 141,015.00	8.0%	\$ 130,719.84
Work Location: EMEA Nutanix Professional Services			
Engagement: 120 Day, Onsite, Consultant Resident Work Location: APAC	\$ 65,462.00	8.0%	\$ 60,682.78
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident	\$ 131,520.00	8.0%	\$ 121,918.05
Work Location: AMER  Nutanix Professional Services			
Engagement: 120 Day, Remote, Consultant Resident Work Location: EMEA	\$ 125,760.00	8.0%	\$ 116,578.57
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident	\$ 56,640.00	8.0%	\$ 52,504.85
Work Location: APAC Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident	\$ 201,187.00	8.0%	\$ 186,498.83
Work Location: AMER			
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident	\$ 179,330.00	8.0%	\$ 166,237.55
Work Location: EMEA  Nutanix Professional Services			
Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: APAC	\$ 154,584.00	8.0%	\$ 143,298.20
Nutanix Professional Services	¢ 460,020,00	0.00/	6 457.544.56
Engagement: 120 Day, Remote, Senior Consultant Resident  Work Location: AMER	\$ 169,920.00	8.0%	\$ 157,514.56
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: EMEA	\$ 167,040.00	8.0%	\$ 154,844.82
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident	\$ 130,560.00	8.0%	\$ 121,028.13
Work Location: APAC			
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: AMER	\$ 57,141.00	8.0%	\$ 52,969.28
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident	\$ 54,749.00	8.0%	\$ 50,751.91
Work Location: EMEA Nutanix Professional Services			
Engagement: 20 Day, Onsite, Architect Resident Work Location: APAC	\$ 50,853.00	8.0%	\$ 47,140.35
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident	\$ 49,440.00	8.0%	\$ 45,830.51
Work Location: AMER	7,		7
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident	¢ 46.240.00	9.00/	¢ 42.964.12
Work Location: EMEA	\$ 46,240.00	8.0%	\$ 42,864.13
Nutanix Professional Services			
Engagement: 20 Day, Remote, Architect Resident Work Location: APAC	\$ 44,000.00	8.0%	\$ 40,787.67
Nutanix Professional Services			
Engagement: 20 Day, Onsite, Consultant Resident Work Location: AMER	\$ 34,183.00	8.0%	\$ 31,687.38
Nutanix Professional Services			
Engagement: 20 Day, Onsite, Consultant Resident Work Location: EMEA	\$ 36,183.00	8.0%	\$ 33,541.37
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident	\$ 30,696.00	8.0%	\$ 28,454.96
Work Location: APAC Nutanix Professional Services			
Engagement: 20 Day, Remote, Consultant Resident	\$ 31,840.00	8.0%	\$ 29,515.44
Work Location: AMER  Nutanix Professional Services			
Engagement: 20 Day, Remote, Consultant Resident  Work Location: EMEA	\$ 30,560.00	8.0%	\$ 28,328.89
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Nutanix Professional Services  Engagement: 20 Day, Remote, Consultant Resident	\$ 23,646.00	8.0%	\$ 21,919.66
Engagement: 20 Day, Remote, Consultant Resident Work Location: APAC	\$ 23,040.00	8.0%	\$ 21,919.00
Nutanix Professional Services			
Engagement: 20 Day, Onsite, Senior Consultant Resident	\$ 46,288.00	8.0%	\$ 42,908.63
Work Location: AMER			
Nutanix Professional Services			
Engagement: 20 Day, Onsite, Senior Consultant Resident	\$ 46,970.00	8.0%	\$ 43,540.84
Work Location: EMEA			
Nutanix Professional Services			
Engagement: 20 Day, Onsite, Senior Consultant Resident	\$ 35,523.00	8.0%	\$ 32,929.55
Work Location: APAC			
Nutanix Professional Services			
Engagement: 20 Day, Remote, Senior Consultant Resident	\$ 41,280.00	8.0%	\$ 38,266.25
Work Location: AMER			
Nutanix Professional Services	\$ 40.640.00	9.00/	¢ 27.672.07
Engagement: 20 Day, Remote, Senior Consultant Resident	\$ 40,640.00	8.0%	\$ 37,672.97
Work Location: EMEA Nutanix Professional Services			
Engagement: 20 Day, Remote, Senior Consultant Resident	\$ 31,680.00	8.0%	\$ 29,367.12
Work Location: APAC	\$ 31,680.00	0.0%	\$ 29,307.12
Nutanix Professional Services			
Engagement: 240 Day, Onsite, Architect Resident	\$ 437,040.00	8.0%	\$ 405,132.78
Work Location: AMER	7 437,040.00	0.070	7 403,132.70
Nutanix Professional Services			
Engagement: 240 Day, Onsite, Architect Resident	\$ 421,621.00	8.0%	\$ 390,839.48
Work Location: EMEA	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Nutanix Professional Services			
Engagement: 240 Day, Onsite, Architect Resident	\$ 389,676.00	8.0%	\$ 361,226.71
Work Location: APAC			
Nutanix Professional Services			
Engagement: 240 Day, Remote, Architect Resident	\$ 389,760.00	8.0%	\$ 361,304.57
Work Location: AMER			
Nutanix Professional Services			
Engagement: 240 Day, Remote, Architect Resident	\$ 364,800.00	8.0%	\$ 338,166.84
Work Location: EMEA			
Nutanix Professional Services			
Engagement: 240 Day, Remote, Architect Resident	\$ 347,520.00	8.0%	\$ 322,148.41
Work Location: APAC			
Nutanix Professional Services	¢ 207.902.00	9.00/	¢ 276,060,20
Engagement: 240 Day, Onsite, Consultant Resident	\$ 297,802.00	8.0%	\$ 276,060.20
Work Location: AMER  Nutanix Professional Services			
Engagement: 240 Day, Onsite, Consultant Resident	\$ 259,719.00	8.0%	\$ 240,757.55
Work Location: EMEA	233,713.00	0.070	210,737.33
Nutanix Professional Services			
Engagement: 240 Day, Onsite, Consultant Resident	\$ 247,204.00	8.0%	\$ 229,156.24
Work Location: APAC	, , , , , , , , , , , , , , , , , , , ,		,
Nutanix Professional Services			
Engagement: 240 Day, Remote, Consultant Resident	\$ 251,520.00	8.0%	\$ 233,157.14
Work Location: AMER			
Nutanix Professional Services			
Engagement: 240 Day, Remote, Consultant Resident	\$ 241,920.00	8.0%	\$ 224,258.01
Work Location: EMEA			
Nutanix Professional Services			
Engagement: 240 Day, Remote, Consultant Resident	\$ 189,704.00	8.0%	\$ 175,854.17
Work Location: APAC			
Nutanix Professional Services	A 250	2.22/	A 224 222 5 2
Engagement: 240 Day, Onsite, Senior Consultant Resident	\$ 350,415.00	8.0%	\$ 324,832.06
Work Location: AMER  Nutanix Professional Services			
	¢ 250.536.00	0 00/	¢ 222.207.40
Engagement: 240 Day, Onsite, Senior Consultant Resident	\$ 359,536.00	8.0%	\$ 333,287.16
Work Location: EMEA  Nutanix Professional Services			
Engagement: 240 Day, Onsite, Senior Consultant Resident	\$ 267,965.00	8.0%	\$ 248,401.53
Work Location: APAC	207,303.00	0.070	7 270,401.33
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\$ 326,400.00	8.0%	\$ 302,570.33
\$ 320,640.00	8.0%	\$ 297,230.86
\$ 249,600.00	8.0%	\$ 231,377.31
\$ 144,923.00	8.0%	\$ 134,342.53
\$ 122,645.00	8.0%	\$ 113,690.99
\$ 128,441.00	8.0%	\$ 119,063.84
\$ 122,400.00	8.0%	\$ 113,463.88
\$ 114,240.00	8.0%	\$ 105,899.62
\$ 108,480.00	8.0%	\$ 100,560.14
\$ 88 269 00	8.0%	\$ 81,824.70
Ç 00,203.00	0.070	ÿ 01,024.70
\$ 87,653.00	8.0%	\$ 81,253.67
\$ 75,889.00	8.0%	\$ 70,348.53
\$ 78,720.00	8.0%	\$ 72,972.85
\$ 75,840.00	8.0%	\$ 70,303.11
\$ 56,222.00	8.0%	\$ 52,117.37
¢ 117.610.00	9.00/	\$ 109,023.58
\$ 117,610.00	8.0%	\$ 109,023.58
\$ 118,780.00	8.0%	\$ 110,108.16
\$ 90,427.00	8.0%	\$ 83,825.15
\$ 101,760.00	8.0%	\$ 94,330.75
\$ 100,320.00	8.0%	\$ 92,995.88
\$ 78,240.00	8.0%	\$ 72,527.89
	\$ 320,640.00 \$ 249,600.00 \$ 144,923.00 \$ 122,645.00 \$ 128,441.00 \$ 122,400.00 \$ 108,480.00 \$ 88,269.00 \$ 87,653.00 \$ 75,889.00 \$ 75,840.00 \$ 117,610.00 \$ 118,780.00 \$ 90,427.00 \$ 101,760.00	\$ 320,640.00

DELIVERY: Via Nutrains Services   S	Nutanix Services Travel and Expense (T&E) Units				1	l
PRICING For TRE Unit, Estimate Not To Exceed, Based on Project Location and Duration MISC: For Non-Standard Request, Validate with 550 Dealback Protection MISC: For Non-Standard Request, Validate with 550 Dealback Protection PRICING: Per Consultant Day MISC: Validate with 550 Dealback Protection Tolay to 1s additional nodes includes assurance only for additional nodes Requires Nutrants Services VIVI Architect review and update of VIVI Assurance Certificate Defore PD  Base SXI for Independent Purchase For three (3) years for three 13 years for the 1st Application Standard Protection Protection Base SXI for these protection of the Independent Protection of the Independent Protection Protect	Nuturia Services Traver and Expense (TQE) Office					
MISC. For Non-Standard Requests, Validate with 650-DealDesk@nutanix.com Prior Nutanis Services TWO TRANSPORTED SERVICES TWO TRANSPORTED SERVICES TWO TRANSPORTED SERVICES TWO TRANSPORTED SERVICES TO THE BEST SERVICES T	DELIVERY: Via Nutanix Services	\$	750.00	8.0%	\$	695.24
Nutrain's Services 18AM Units						
DELIVERY: On-Site (T&E Separate), via Nutanix Services   \$ 3,600.00   8.0%   \$ 3,337.17						
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MSC. Validate with SSD-DealDeakputanisc com Prior to Quoting for Scoping and T&E	DELIVERY: On-Site (T&F Senarate), via Nutanix Services	ς :	3 600 00	8.0%	¢	3 337 17
MISC validate with 630-DealDeale@ealpatank.com Prior to Quotins for Scoping and T&E		,	3,000.00	0.070	7	3,337.17
SKU for subsequent purchases for three (3) years for up to 16 additional nodes includes assurance only for additional nodes needed by the control of the c	· · · · · · · · · · · · · · · · · · ·					
Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PD	SKU for subsequent purchases for three (3) years for up to 16 additional nodes					
Base Skt for first purchase for three (3) years for up to 16 nodes						
See program guide for terms and conditions includes 3 days design, 2 fit checks, and assurance scope  Requires Nutanix Services VDI Architect review and Issance of VDI Assurance Certificate SKU for term extension for one (1) additional year for up to 16 nodes includes assurance only for additional year for up to 16 nodes includes assurance confered and dictional posts.  Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate Includes assurance only for additional year for up to 16 nodes includes assurance only f	Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate	\$ 15	5,000.00	8.0%	\$	13,904.89
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SKU for term extension for one (1) additional year for up to 16 nodes Includes assurance only for additional nodes Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PD  See program guide for terms and conditions Nutanix Services Workshop Available Options "Workshop Type(3): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery See grogram guide for terms and conditions  Nutanix Services Workshop Available Options "Workshop Type(3): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL, AHV), VDI, File Services, FitCheck "Delivery Type: Onsite as needed "Delivery SQL						
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Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 13,343.00	8.0%	\$ 12,368.86
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 8,183.00	8.0%	\$ 7,585.58
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 15,063.00	8.0%	\$ 13,963.29
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 16,783.00	8.0%	\$ 15,557.71
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 18,503.00	8.0%	\$ 17,152.14
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 20,223.00	8.0%	\$ 18,746.57
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 21,943.00	8.0%	\$ 20,341.00
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 23,663.00	8.0%	\$ 21,935.42
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 8,420.00	8.0%	\$ 7,805.28
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 23,900.00	8.0%	\$ 22,155.12
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 10,140.00	8.0%	\$ 9,399.70
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 11,860.00	8.0%	\$ 10,994.13
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$ 6,700.00	8.0%	\$ 6,210.85
Geography: Americas, EMEA, or APAC  Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 13,580.00	8.0%	\$ 12,588.56
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 15,300.00	8.0%	\$ 14,182.98
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$ 17,020.00	8.0%	\$ 15,777.41
Geography: Americas, EMEA, or APAC  Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$ 18,740.00	8.0%	\$ 17,371.84
Geography: Americas, EMEA, or APAC  Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 20,460.00	8.0%	\$ 18,966.27
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$ 22,180.00	8.0%	\$ 20,560.69
Geography: Americas, EMEA, or APAC  Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	\$ 7,313.00	8.0%	\$ 6,779.10
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$ 5,829.00	8.0%	\$ 5,403.44
Geography: Americas, EMEA, or APAC  Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,			

Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	12,960.00	8.0%	\$	12,013.82
Geography: Americas, EMEA, or APAC					
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	11,476.00	8.0%	\$	10,638.17
Geography: Americas, EMEA, or APAC Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	9,993.00	8.0%	\$	9,263.44
Geography: Americas, EMEA, or APAC	·	3,330.00	0.070	,	3,200
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	7,283.00	8.0%	\$	6,751.29
Geography: Americas, EMEA, or APAC Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	5,799.00	8.0%	\$	5,375.63
Geography: Americas, EMEA, or APAC	ľ	,		'	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	4,316.00	8.0%	\$	4,000.90
Geography: Americas, EMEA, or APAC Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	7,937.00	8.0%	\$	7,357.54
Geography: Americas, EMEA, or APAC	,	7,537.00	0.070		7,007.51
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	6,453.00	8.0%	\$	5,981.88
Geography: Americas, EMEA, or APAC					
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	ė	4,970.00	9.00/	ė	4 607 15
Geography: Americas, EMEA, or APAC	\$	4,970.00	8.0%	\$	4,607.15
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	12,326.00	8.0%	\$	11,426.11
Geography: Americas, EMEA, or APAC					
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,	_	10.012.00	0.00/	_	10.050.45
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	10,842.00	8.0%	\$	10,050.45
Geography: Americas, EMEA, or APAC Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server,					
SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery	\$	9,359.00	8.0%	\$	8,675.72
Geography: Americas, EMEA, or APAC					
Nutanix Services Pre-Paid Credit Units					
DELIVERY: Via Nutanix Services					
PRICING: Per Pre-Paid Credit Unit, \$100 USD Face Value	\$	100.00	8.0%	\$	92.70
TERMS: See "Nutanix Flexible Credits" Data Sheet, Expire 1 Year After Purchase					
MISC: Validate with GSO-DealDesk@nutanix.com Prior					
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base up between 100 and 200 nodes	\$	200,000.00	8.0%	\$	185,398.49
Technical Relationship Management (TRM) Shared Service, 12-months minimum				1.	
engagement, installed base between 200 and 400 nodes	\$	400,000.00	8.0%	\$	370,796.98
Technical Relationship Management (TRM) Shared Service, 12-months minimum	\$	100,000.00	8.0%	\$	92,699.24
engagement, installed base up to 100 nodes		100,000.00	0.070		32,033.21
"CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum)					
Curricularity					
DELIVERY: Instructor-led, 4 Days	\$	3,500.00	8.0%	\$	3,244.47
FORMAT: Open Enrollment (Authorized Training Center or Online)					
FOCUS: Nutanix Platform Administration, Prepare for NPP Certification					
"CUSTOMER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum)					
DELIVERY: Online					
FORMAT: Online Plus (self-paced online plus guided experience and hosted labs)	\$	695.00	8.0%	\$	644.26
FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Certification					
PRICI	<u> </u>				
NOTE: Not Valid for Standalone Seats	\$	2,100.00	8.0%	\$	1,946.68
CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum) DELIVERY: Instructor-led, 4 Days FORMAT: On-site Private, Closed Classroom	\$	22 000 00	Q 00/	ė	20 202 02
FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Up to 8	۶	22,000.00	8.0%	\$	20,393.83
1 . 0000. Matania Fidulo III Administration, Frepare for NEFF Certification Fricting. Op to 8	l			L	

Combined Curriculum	CUSTOMER COURSE: Nutanix Platform Administration and Migrating to Nutanix Acropolis	т—				İ
DELIVERY: Instructor led, 3 Days   FORMAT: Open Forollinen (Authorized Training Center or Online)   FORMAT: Open Forollinen (Authorized Training Center or Online)   FORMAT: Open Forollinen (Authorized Training Center or Online)   FORMAT: Open Forollinen (Corolline)   FORMAT: Open Forollinen (Corolline)   FORMAT: Open Forollinen (Corolline)   FORMAT: Open Forollinen (Authorized Training Center or Online)   FORMAT: Opin Forollinen (Authorized Training Center or Online)   FORMAT: Op						
FORMAT: Open Enrollment (Authorized Training Genete or Online)	(combined curricularly)					
FORMAT: Open finoliment (authorized Training Center or Online)	DELIVERY: Instructor led, 3 Days	\$	3,600.00	8.0%	\$	3,337.17
CUSTOMER COURSE: Nutanis Platform Administration and Migrating to Nutanis Acropolis (Combined Curriculum)  DELIVERY: Instructor led., 3 Days FOCUS: Nutanis Platform Administration, Prepare for NPP Certification, Mile CUSTOMER COURSE: Nutanis Platform Administration, Standalone Curriculum)  DELIVERY: Instructor led., 2 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanis Platform Administration, Prepare for NPP Certification PRICING: Per Students PRIC	·					
DELIVERY: Instructor led, 3 Days   \$ 20,000.00   \$ 0.0%   \$ 18,539.85						
DELIVERY: Instructor led, 3 Days   \$ 20,000.00   8.0%   \$ 18,539.35						
DELIVERY: Instructor leg. J. 1939. FORMAT: Onite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPD Certification, Mig. CUSTOMER COURSE: Mutanix Platform Administration (Prepare for NPD Certification) PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPD Certification) PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPD Certification) PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPD Certification) PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration, Prepare for NPD Certification PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration, Prepare for NPD Certification PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration, Prepare for NPD Certification PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration, Prepare for NPD Certification PRICING: Propare for NPD Certification PRICING: Unit Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPD Certification PRICING: Unit to 8 Students. Use FDU-C. CUSTOMER COURSE: Migrating for Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NDTF: Existing CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NDTF: Existing CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Sugrate Susting Workloads to Acropolis PRICING: Per Student Seat NDTF: Not Valid for Standalone Seats  CUSTOMER COURSE: Nutanix Agropolis (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Delignostics, Prepare for NSS Certification	(Combined Curriculum)					
FORMAT: Onste Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification, Mile CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per St.  CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) PRICING: Per St.  CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) PRICING: Per CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) PRICING: Per CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) PRICING: Per CUSTOMER COURSE: Nutanix Platform Administration (Prepare for NPP Certification) PRICING: Per CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Use to 8 Students. Use EDU C  CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workboads to Acropolis PRICING: Per Student Seat  NOTE: Not Valid For Standands Classroom FOCUS: Migrate Existing Workboads to Acropolis PRICING: Per Student Seat  NOTE: Not Valid For Standands (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workboads to Acropolis PRICING: Per Student Seat  NOTE: Not Valid for Standalone Seats  PRICING: Per Student Seat  NOTE: Not Valid for Standalone Seats  PRICING: Per Student Seat  NOTE: Not Valid for Standalone Seats  CUSTOMER COURS: Rutanix Support Specialist, Clandalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Per Student Seats  CUSTOMER COURS: Rutanix Support Specialist, Cland		\$	20,000.00	8.0%	\$	18,539.85
FOCUS: Nutanix Platform Administration, Prepare for NPP Certification, Mile	• • •					•
DELIVERY: Instructor led, 2 Days   FORMAT: Online Plus (self-paced online)   FOCUS: Nutanix Platform Administration (Proper for NPP Certification   Public Plus (Proper for NPP Certification   Publ	·					
DELIVERY: Instructor led, 2 Days	FUCUS: Nutanix Platform Administration, Prepare for NPP Certification, Mig					
FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Nutanix Platform Administration, Prepare for NPP Certification  PCICUSC): Per St.  CUSTOMER COURSE: Nutanix Platform Administration (Online Plus Curriculum)  DELIVERY: Online  FORMAT: Online Plus (self-paced online plus guided experience and hosted labs)  FOCUS: Nutanix Platform Administration (Prepare for NPP Certification  PRICING): Per St.  NOTE: Not Valid for Standalone Seats  S. 1,500.00 8.0% \$ 1,390.49  CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 2 Days  FORMAT: Onsite Private, Closed Classroom  FOCUS: Nutanix Platform Administration, Prepare for NPP Certification  PRICING: Us to 8 Students. Use FOU-C.  CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day  FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Migrate Existing Workloads to Acropolis  PRICING: Per Student Seat  NOTE: Existing Workloads to Acropolis  PRICING: Per Student Seat  NOTE: Migrate Existing Workloads to Acropolis  PRICING: Per Student Seat  NOTE: Workland Seat Seat Seat Seat Seat Seat Seat Seat						
FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis FORMAT: Online Plus (self-pasting Worklands) FORMAT: Online Plus (self-pasting Worklands) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification FOCUS: Nutanix Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification FOCUS: Nutanix Platform Administration, Prepare for NPP Certification FOCUS: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat  NOTE: Existing CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat  NOTE: Up to 8 Students Seat  NOTE: Up to 8 Students Sus EDU-C-AD  CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online)  PRICING:  NOTE: Not Valid for Standalone Seats  NOTE: Not Valid for Standalone Seats  NOTE: Not Valid for Standalone Seats  NOTE: Not Valid for Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for MSS Certification PRICING: Up to 8 Students. Us  NOTE: Not Valid for Standalone Seats  N	DELIVERY: Instructor led, 2 Days					
PRICING: Per St. CUSTOMER COURSE: Nutanix Platform Administration (Online Plus Curriculum) DELUVERY: Online FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration (Standalone Seats  NOTE: Not Valid for Standalone Seats  CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum)  DELUVERY: Instructor led, 2 Days FORMAT: Online Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Us to a Students. Use EDU-C-C  CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELUVERY: Instructor led, 1 Day FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat  NOTE: My Unanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat  NOTE: My DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat  NOTE: My DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Per Student Seat  NOTE: My DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Unit or Standalone Seats  NOTE: My Deliver My	FORMAT: Open Enrollment (Authorized Training Center or Online)	Ş	2,500.00	8.0%	\$	2,317.48
CUSTOMER COURSE: Nutanin Platform Administration (Online Plus Curriculum)  EVENUATE: Online Plus (self-paced online plus guided experience and hosted labs)  FORMAT: Online Plus (self-paced online plus guided experience and hosted labs)  FORDUS: Nutanin Platform Administration, Prepare for NPP Certification  PRICING: Per  NOTE: Not Valid for Standalone Seats  CUSTOMER COURSE: Nutanin Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 2 Days  FORMAT: Onsite Private, Closed Classroom  FOCUS: Nutanin Platform Administration, Prepare for NPP Certification  PRICING: Un to 8 Students, Use EDU-C.  CUSTOMER COURSE: Migrating to Nutanin Administration (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day  FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Migrate Existing Workloads to Acropolis  PRICING: Per Student Seat  NOTE: Existing  CUSTOMER COURSE: Migrating to Nutanin Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day  FORMAT: Onsite Private, Closed Classroom  FOCUS: Migrate Existing Workloads to Acropolis  PRICING: Per Student Seat  NOTE: Us to 8 Students, Use EDU-C-AD  CUSTOMER COURSE: Migrating to Nutanin Support Septialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days  FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Level 1/Level 2 Teach Support and Diagnostics, Prepare for NSS Certification  PRICING:  NOTE: Not Valid for Standalone Seats  CUSTOMER COURSE: Nutanin Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days  FORMAT: Onsite Private, Closed Classroom  FOCUS: Level 1/Level 2 Teach Support and Diagnostics, Prepare for NSS Certification  PRICING: Un to 8 Students, Use  NOTE: Not Valid for Standalone Seats  Source Standalone Seats  NOTE: Not Valid for Standalone S	FOCUS: Nutanix Platform Administration, Prepare for NPP Certification					
DELIVERY: Online   Deliver   Self-paced online plus guided experience and hosted labs)   FORMAT: Online   Plus (self-paced online plus guided experience and hosted labs)   FORMAT: Online   Plus (self-paced online plus guided experience and hosted labs)   Suppose   A95.00   Suppose   A95.00   Suppose   A95.00   Suppose   A95.00   Suppose   A95.00   Suppose   A95.00   Suppose   Suppose   A95.00   Suppose   Suppos						
FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: PE NOTE: Not Valid for Standalone Seats CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private, Closed Classroom PRICING: Dut o Students. Use EDU-C: CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum)  DELIVERY: Instructor led, 1 Days FORMAT: Onsite Private, Closed Classroom PRICING: Per Student Seat NOTE: Esisting CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Ospen Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Esisting CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum)  DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom Society of Student Seat NOTE: Usation Student Seat NOTE: Not valid for Standalone Seats Society Student Seat NOTE: Not valid for Standalone Seats Society Student Seat NOTE: Usation Student Seat NOTE: Not valid for Standalone Seats Society Student Seat Note: Usation Student Seat Student Seat Security Student Security St	,					
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FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Up to 8 Students. Use EDU-C-AD  CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING NOTE: Not Valid for Standalone Seats CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Up to 8 Students. Us NOTE: Not Valid for Standalone Seats NOTE: Not Valid for Standalone Seats S 400.00 8.0% \$ 370.80 CUSTOMER COURSE: VDI add-on to Nutanix Platform Administration private course PARTNER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum)  DELIVERY: Online, Instructor-led FORMAT: Online Plus (self-paced online plus guided experience and hosted labs)						
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	FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Cert					

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FOCUS: Nutamic Platform Administration, Prepare for NPP Certification PARTNER COURSE. Nutamic Platform Administration (Online Plus Curriculum)  DELIVERY: Instructor led, 2 Days FORMAT: Online Plus (Self-paced online plus guided experience and hosted labs) FOCUS: Nutamic Platform Administration, Prepare for NPP Certification PARTNER COURSE: Train the Trainer for ATCh, Nutamic Platform Administration PARTNER COURSE: Train the Trainer for ATCh, Nutamic Platform Administration PARTNER COURSE: Train the Trainer for ATCh, Nutamic Platform Administration PARTNER COURSE: Nutamic Support Specialist (Standalone Curriculum)  PARTNER COURSE: Nutamic Support Specialist (Standalone Curriculum)  PARTNER COURSE: Nutamic Support Specialist (Standalone Curriculum)  PELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment Puthorized Training Center or Online) FOCUS: tevel I/Level 2 Tech Support and Diagnostics, Prepare for NS Certification  PRICINS:  ImmisTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services Hourity - 8 hour minimum \$ \$ 412.50 \$ 3.4% \$ \$ 401.49  Cloud Security Accelerator Service for Apperture \$ 19.755.00 3.4% \$ \$ 19.70807  Palo Alto Networks professional Services architect (per day) \$ 3.500.00 \$ 3.4% \$ \$ 19.70807  Palo Alto Networks professional Services architect (per day) \$ 3.500.00 \$ 3.4% \$ \$ 20.82861  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25 Control of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of -200 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 2 Sp.000.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$ \$ 3.538.00 \$ 3.4% \$	FORMAT: Open Enrollment (Authorized Training Center or Online)	\$	2,500.00	8.0%	\$	2,317.48
PARTNER COURSE: Nutrain Platform Administration (Online Plus Curriculum)	, , , , , , , , , , , , , , , , , , , ,					
DELIVERY: Instructor led. 2 Days FORMAT: Online Plus Self-paced online plus guided experience and hosted labs) FOCUS: Viruaine Platform Administration. Perspare for NPP Certification PARTNER COURSE: Train-the-Trainer for ACS, Nutanix Platform Administration  DELIVERY: Instructor led. 2 Days FORMAT: Online Plus Self-paced online plus guided experience of Pop Portification  DELIVERY: Instructor led. 2 Days FORMAT: Online Remote Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Platform Administration, Prepare for NPP Certification PRICING  PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led. 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level J/Level 2 Tech Support and Diagnostics, Prepare for NS Certification PRICING:  ImmixTechnology, Inc DR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  MSRP  JUR Customer Discount  Palo Alto Networks Consulting Services Hourly: 8 hour minimum  Cood Security Accelerator Service For Appeture  Palo Alto Networks Consulting Services Hourly: 8 hour minimum  Cood Security Accelerator Services For Appeture  Palo Alto Networks Consulting Services Hourly: 8 hour minimum  Cood Security Accelerator Services For Appeture  Palo Alto Networks Consulting Services Hourly: 8 hour minimum  Cood Security Accelerator Service Information Packages  Olimpian Palo Alto Networks Consulting Services Hourly: 8 hour minimum  Cood Security Accelerator Service Information Packages  SOC Integration for National Packages  SOC Integration of the Open Services Hourly: 8 hour minimum  Cood Security Accelerator Services Information Packages  SOC Integration of the Open Services Hourly: 8 hour minimum  Society Services Hourly: 9 hour minimum  Cood Security Accelerator Services Information Packages  SOC Integration of the Open Services Information Packages  SOC Integration of the Open Services Information Packages  SOC Integration of the Open Services Information P	····					
FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FROUS: Nations Platform Administration, Prepare for NPP Certification PARTNER COURSE: Train-the-Trainer for ATCs, Nutanix Platform Administration, DELIVERY: Instructor led, 2 Days FORMAT: Onside Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Platform Administration, Prepare for NPP Certification PRICING PARTNER COURSE: Mutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSC Certification PRICING  PRICING:  APPENDIX C PRICING INDEX  InmixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  NSRP  Palo Alto Networks Consulting Services Hourly: 8 Nour minimum  Support Security Accelerator Service for Aperture  Price  Palo Alto Networks Consulting Services Hourly: 8 Nour minimum  Support Security Accelerator Service for Aperture  Price  Palo Alto Networks pagents of any supported OS/platform. This service is targeted  Supported Security Accelerator Service for Aperture  Supported Security Accelerator Servic	PARTNER COURSE: Nutanix Platform Administration (Online Plus Curriculum)					
FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FROUS: National Palation Administration, Prepare for NPP Certification PARTNER COURSE: Train-the-Trainer for ATCs, Natanix Palatform Administration, DELIVERY: Instructor led, 2 Days FORMAT: Onside Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Palatform Administration, Prepare for NPP Certification PRICING PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Exerollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSC certification PRICING APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Palo Alto Networks Consulting Services Hourly: 8 hour minimum Support Security Accelerator Service for Aperture Support Support Accelerator Service for Aperture Support Sup						
POCUS: Nutanic Pation Administration	DELIVERY: Instructor led, 2 Days	\$	245.00	8.0%	\$	227.11
PARTNER COURSE: Train-the-Trainer for ATCs, Nutanix Platform Administration  DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Platform Administration, Prepaire for NPP Certification PRICING PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepaire for NSS Certification PRICING:  MSRP  DIR Customer Discount Service Marge Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services Authority - 8 hour minimum Palo Alto Networks Consulting Services Hourly - 8 hour minimum Palo Alto Networks Consulting Services To Aperture Palo Alto Networks Consulting Services To Aperture Palo Alto Networks Consulting Services Marge to Palo Alto Networks Traps Sents. Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 2 Services to Traps Apents. Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 2 Services to Traps Apents. Includes implementation of up to 1 ESM Servers and 2 ESM Consoles & tuning of up to 2 Services to Traps Apents. Includes implementation of up to 1 ESM Servers and 2 ESM Consoles & tuning of up to 2 Services to Traps Apents. Includes implementation of up to 1 ESM Servers and 2 ESM Consoles & tuning of up to 2 Services to Traps Apents. Includes implementation of up to 1 ESM Servers and	FORMAT: Online Plus (self-paced online plus guided experience and hosted labs)					
FORUS: Trainer Education, Nutrank Platform Administration, Prepare for NPP Certification PRICING	FOCUS: Nutanix Platform Administration, Prepare for NPP Certification					
FORMAT: Onsite Private or Online/Remote Optional FOCUS: Trainer Education, Nutanis Platform Administration, Prepare for NPC Pertification PRICING PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 3/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:  ImmixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Includes implementation of Up to 2 ESMS servers and 2 ESM Consoles & Tuning of Up to 2 ESMS servers and 2 ESM Consoles & Tuning of Up to 2 ESMS servers and 2 ESM Consoles & Tuning of Up to 2 ESMS servers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS revers and 2 ESM Consoles & Tuning of Up to 2 ESMS	PARTNER COURSE: Train-the-Trainer for ATCS, Nutanix Platform Administration					
FORMAT: Onsite Private or Online/Remote Optional FOCUS: Trainer Education, Nutanis Platform Administration, Prepare for NPP Certification PRICING PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum)  DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 3/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:  ImmixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  Includes implementation of Up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 2 ESM Serve	DELIVEDV. Instruction led 2 Days					
PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum)	·	\$	2,500.00	8.0%	\$	2,317.48
PARTNER COURSE: Natanix Support Specialist (Standalone Curriculum)	·					
PARTNER COURSE: Nutrain's Support Specialist (Standalone Curriculum)						
DELIVERY: Instructor led, 3 Days   FORMAT: Open Enrollment (Authorized Training Center or Online)   FOCUS: Level I //Level 2 Tech support and Diagnositic, Prepare for MSS Certification   PRICING;						
FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Level I/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:  ImmixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  MSRP  Palo Alto Networks Consulting Services Hourly - 8 hour minimum  S 412.50 3.4% 5 401.49  Cloud Security Accelerator Service for Aperture 5 19,735.00 3.4% 5 19,208.07  Palo Alto Networks professional services architect (per day) 5 3,3500.00 3.4% 5 3,406.55  SOC Integration for AutoFocus and MineMedic Table included in price, max 1 onsite visit. 5 21,400.00 3.4% 5 20,828.61  Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 10,000.00 3.4% 5 9,733.00  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Palo Alto Networks Traps Consulting Services (per day) 4 5 3,000.00 3.4% 5 5,839.80  Palo Alto Networks Traps Consulting Services (per day) 4 5 3,000.00 3.4% 5 5,839.80  Palo Alto Networks Dedicated Architect - 12 months 5 48,500.00 3.4% 5 3,211.89  Palo Alto Networks Dedicated Architect - 12 months 5 48,500.00 3.4% 5 3,218.89  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama 5 17,000.00 3.4% 5 3,235.88  QuickStart Service for Cortex XSOAR Consulting Service (per	, , , , , , , , , , , , , , , , , , , ,					
FORMAT: Open Enrollment (Authorized Training Center or Online)  FOCUS: Level I/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:  ImmixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  Installation / Configuration / Technical Services and Training Packages  Installation / Configuration / Technical Services and Training Packages  MSRP  Palo Alto Networks Consulting Services Hourly - 8 hour minimum  S 412.50 3.4% 5 401.49  Cloud Security Accelerator Service for Aperture 5 19,735.00 3.4% 5 19,208.07  Palo Alto Networks professional services architect (per day) 5 3,3500.00 3.4% 5 3,406.55  SOC Integration for AutoFocus and MineMedic Table included in price, max 1 onsite visit. 5 21,400.00 3.4% 5 20,828.61  Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 10,000.00 3.4% 5 9,733.00  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted 5 36,000.00 3.4% 5 35,038.79  Palo Alto Networks Traps Consulting Services (per day) 4 5 3,000.00 3.4% 5 5,839.80  Palo Alto Networks Traps Consulting Services (per day) 4 5 3,000.00 3.4% 5 5,839.80  Palo Alto Networks Dedicated Architect - 12 months 5 48,500.00 3.4% 5 3,211.89  Palo Alto Networks Dedicated Architect - 12 months 5 48,500.00 3.4% 5 3,218.89  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama 5 17,000.00 3.4% 5 3,235.88  QuickStart Service for Cortex XSOAR Consulting Service (per	DELIVERY: Instructor led, 3 Days					
PRICING:   ImmixTechnology, Inc DIR-TSO-4315   Palo Alto	FORMAT: Open Enrollment (Authorized Training Center or Online)	\$	2,500.00	8.0%	Ş	2,317.48
PRICING:   ImmixTechnology, Inc DIR-TSO-4315   Palo Alto	FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification					
Palo Alto   Palo Alto Networks Consulting Services and Training Packages   MSRP						
Installation / Configuration / Technical Services and Training Packages  MSRP  MSRP  Palo Alto Networks Consulting Services Hourly - 8 hour minimum  \$ 412.50	immixTechnology, Inc DIR-TSO	-431	5			
Price   Soft MSRP   Palo Alto Networks Consulting Services Hourly - 8 hour minimum   \$   412.50   3.4%   \$   401.49	APPENDIX C PRICING INDEX				Pale	Alto
Price   Soft MSRP   Palo Alto Networks Consulting Services Hourly - 8 hour minimum   \$   412.50   3.4%   \$   401.49	Installation / Configuration / Technical Services and Training Packages			DIR Customer	DIR C	ustomer
Palo Alto Networks Consulting Services Hourly - 8 hour minimum			MSRP	Discount	Price	
Palo Alto Networks Consulting Services Hourly - 8 hour minimum				% off MSRP		
Palo Alto Networks professional services architect (per day)	Palo Alto Networks Consulting Services Hourly - 8 hour minimum	\$	412.50		\$	401.49
SOC Integration for AutoFocus and MineMeld. T&E included in price, max 1 onsite visit. Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS \$ 6,000.00 3.4% \$ 24,332.49 for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS \$ 6,000.00 3.4% \$ 5,839.80 Palo Alto Networks Consulting Services (per day) \$ 3,300.00 3.4% \$ 5,839.80 Palo Alto Networks Consulting Services (per day) \$ 3,300.00 3.4% \$ 5,839.80 Palo Alto Networks Consulting Services (per day) - Minimum 5 days \$ 485,000.00 3.4% \$ 472,050.38 Palo Alto Networks Consulting Service (per day) - Minimum 5 days \$ 3,300.00 3.4% \$ 3,211.89 Cortex XSOAR Consulting Service (per day) - Minimum 5 days \$ 3,450.00 3.4% \$ 3,357.88 QuickStart Service for Cortex SSOAR-Starter Enterprise Platform \$ 22,500.00 3.4% \$ 21,899.24 High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 \$ 34,200.00 3.4% \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 3,480 \$ 20,147.30 \$ 3,480 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,147.30 \$ 20,14	Cloud Security Accelerator Service for Aperture	\$	19,735.00	3.4%	\$	19,208.07
Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <a href="#page-255">5</a> 10,000.00 3.4% \$ 9,733.00 3.4% \$ 9,733.00 3.4% \$ 9,733.00 3.4% \$ 9,733.00 3.4% \$ 35,038.79 3.5% of the procured Traps agents. Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10 No. 10	Palo Alto Networks professional services architect (per day)		3,500.00	3.4%		3,406.55
25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <2500 Traps agents.		\$	21,400.00	3.4%	\$	20,828.61
for deployments of <2500 Traps agents.						
Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of ±10k Traps agents.	25% of the procured Trans agents of any supported OS/platform. This consider is toronted					
25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of ± 10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of ± 10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS \$ 6,000.00 3.4% \$ 24,332.49 for deployments of ± 10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS \$ 6,000.00 3.4% \$ 5,839.80 Palo Alto Networks Traps Consulting Services (per day) \$ 3,300.00 3.4% \$ 3,211.89 Palo Alto Networks Consulting Services (per day) \$ 3,300.00 3.4% \$ 545.05 Palo Alto Networks Dedicated Architect = 12 months \$ 485,000.00 3.4% \$ 472,050.38 Palo Alto Networks consulting services (per day) * Minimum 5 days \$ 3,300.00 3.4% \$ 3,211.89 Cortex XSOAR Consulting Service (per day) * Minimum 5 days \$ 3,300.00 3.4% \$ 3,211.89 Cortex XSOAR Consulting Service (per day) * Minimum 5 days \$ 3,450.00 3.4% \$ 3,218.99 Cortex XSOAR Consulting Service (per day) * Minimum 5 days \$ 3,450.00 3.4% \$ 3,218.99 Cortex XSOAR Consulting Service (per day) * Minimum 5 days \$ 3,450.00 3.4% \$ 3,218.99 Cortex XSOAR Consulting Service (per day) * Minimum 5 days \$ 3,450.00 3.4% \$ 3,289.24 High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 \$ 34,200.00 3.4% \$ 21,899.24 High-level Design Service - One Capability. T&E included, One Onsite Visit \$ 34,200.00 3.4% \$ 21,899.24 S 20,147.30 QuickStart Service for Prisma Access \$ 16,830.00 3.4% \$ 16,580.00 \$ 3.4% \$ 16,586.10 Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/P		\$	10,000.00	3.4%	\$	9,733.00
Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.	for deployments of <2500 Traps agents.	\$	10,000.00	3.4%	\$	9,733.00
Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents. Service is targeted for deployments of <10K Traps agents. Service is targeted for deployments of <10K Traps agents. Service is targeted for deployments of <10K Traps agents. Service is targeted for deployments of <10K Traps agents. Service is targeted for deployments of <10K Traps agents. Service is targeted for deployment Service (per day) say, 3,00.00 3.4% \$ 5,839.80 and 10K Networks Consulting Services (per day) \$ 3,300.00 3.4% \$ 3,211.89 and 10K Networks Consulting Services (per day) say, 4 5,000.00 3.4% \$ 472,050.38 and 10K Networks Consulting Services (per day) shinimum 5 days \$ 3,300.00 3.4% \$ 472,050.38 and 10K Networks consulting services (per day) shinimum 5 days \$ 3,300.00 3.4% \$ 3,211.89 and 20K Service for Cortex XSOAR-Starter Enterprise Platform \$ 2,500.00 3.4% \$ 3,211.89 and 20K Service for Cortex XSOAR-Starter Enterprise Platform \$ 22,500.00 3.4% \$ 3,357.88 and 20K Service - Covers One New Deployment Scenario. T&E included, max 1 \$ 34,200.00 3.4% \$ 21,899.24 and 20K Service - Deep-Dive on One Capability. T&E included, One Onsite Visit \$ 20,700.00 3.4% \$ 20,147.30 and 20K Service - Deep-Dive on One Capability. T&E included, One Onsite Visit \$ 20,700.00 3.4% \$ 20,147.30 and 20K Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For up to 3 HA pairs and Panorama Environment. T&E included in price. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for App-ID Conversion - Includes Two Cutovers \$ 14,800.00 3.4% \$ 75,041.41 Active/Passive pairs	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to		·			
25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted		·			
For deployments of <10K Traps agents.	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.		·			
Endpoint Enforcement Service : Migration from ESM to TMS   \$ 6,000.00   3.4%   \$ 5,839.80	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to	\$	36,000.00	3.4%	\$	35,038.79
Palo Alto Networks Traps Consulting Services (per day)   \$ 3,300.00   3.4%   \$ 3,211.89	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted	\$	36,000.00	3.4%	\$	35,038.79
Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.	\$	36,000.00 25,000.00	3.4%	\$	35,038.79 24,332.49
Palo Alto Networks Dedicated Architect - 12 months   \$ 485,000.00   3.4%   \$ 472,050.38	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS	\$	36,000.00 25,000.00 6,000.00	3.4% 3.4%	\$ \$	35,038.79 24,332.49 5,839.80
Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform \$ 22,500.00 3.4% \$ 3,357.88 QuickStart Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Palo Alto Networks Health Check Service in JHA Active/Passive pair. T&E included in price in JHA Active/Passive pair. T&E included in	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)	\$ \$	36,000.00 25,000.00 6,000.00 3,300.00	3.4% 3.4% 3.4% 3.4%	\$ \$	35,038.79 24,332.49 5,839.80 3,211.89
QuickStart Service for Cortex XSOAR-Starter Enterprise Platform\$ 22,500.003.4%\$ 21,899.24High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.\$ 34,200.003.4%\$ 33,286.85Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit\$ 20,700.003.4%\$ 20,147.30QuickStart Service for Prisma Access\$ 16,830.003.4%\$ 16,380.63Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.\$ 17,000.003.4%\$ 16,546.10Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.\$ 17,850.003.4%\$ 17,373.40Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)\$ 67,925.003.4%\$ 66,111.39Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)\$ 27,500.003.4%\$ 26,765.74Network Enforcement Service, for one panorama system. T&E included in price.\$ 77,100.003.4%\$ 75,041.41QuickStart Service for App-ID Conversion - Includes Two Cutovers\$ 14,800.003.4%\$ 75,041.41QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover\$ 18,000.003.4%\$ 17,519.40QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover\$ 12,300.003.4%\$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum	\$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00	3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05
High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit \$20,700.00 3.4% \$20,147.30 QuickStart Service for Prisma Access \$16,830.00 3.4% \$16,380.63 Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price. \$77,100.00 3.4% \$66,111.39 QuickStart Service for App-ID Conversion - Includes Two Cutovers \$14,800.00 3.4% \$7,981.06 QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$18,000.00 3.4% \$11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day) Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months	\$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38
Onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit \$ 20,700.00 \$ 3.4% \$ 20,147.30 \$ QuickStart Service for Prisma Access \$ 16,830.00 \$ 3.4% \$ 16,380.63 \$ Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price. \$ 77,100.00 \$ 3.4% \$ 26,765.74 \$ QuickStart Service for App-ID Conversion - Includes Two Cutovers \$ 14,800.00 \$ 3.4% \$ 7,981.06 \$ QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 \$ 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89
Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit \$ 20,700.00 3.4% \$ 20,147.30 QuickStart Service for Prisma Access \$ 16,830.00 3.4% \$ 16,380.63 Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price. \$ 77,100.00 3.4% \$ 75,041.41 QuickStart Service for App-ID Conversion - Includes Two Cutovers \$ 14,800.00 3.4% \$ 7,981.06 QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00 3,450.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88
QuickStart Service for Prisma Access \$ 16,830.00 3.4% \$ 16,380.63  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price. \$ 77,100.00 3.4% \$ 75,041.41  QuickStart Service for App-ID Conversion - Includes Two Cutovers \$ 14,800.00 3.4% \$ 7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day) Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00 3,450.00 22,500.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers QuickStart Service for App-ID Conversion: Security Rules Add-On QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover 12,300.00 3.4% \$ 16,546.10  17,850.00 3.4% \$ 17,373.40  \$ 66,111.39  \$ 27,500.00 3.4% \$ 75,041.41  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00 3.4% \$ 7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 3.4% \$ 17,519.40  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00 3,450.00 22,500.00 34,200.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85
Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers QuickStart Service for App-ID Conversion: Security Rules Add-On QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover 12,300.00 3.4% \$17,373.40  \$17,850.00 3.4% \$566,111.39  27,500.00 3.4% \$75,041.41  QuickStart Service for App-ID Conversion: Security Rules Add-On \$8,200.00 3.4% \$7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$18,000.00 3.4% \$11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00 3,450.00 22,500.00 34,200.00 20,700.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  \$ 12,300.00 3.4% \$ 17,373.40  \$ 17,373.40 \$ 5 66,111.39  \$ 27,500.00 3.4% \$ 26,765.74  \$ 27,500.00 3.4% \$ 75,041.41  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00 3.4% \$ 7,981.06	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00 25,000.00 6,000.00 3,300.00 560.00 485,000.00 3,300.00 3,450.00 22,500.00 34,200.00 20,700.00	3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30
Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  12,300.00 3.4% \$ 17,373.40  \$ 17,373.40  \$ 66,111.39  27,500.00 3.4% \$ 75,041.41  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00 3.4% \$ 7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63
Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.  (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  \$ 12,300.00  3.4%  \$ 66,111.39  \$ 26,765.74  \$ 27,500.00  3.4%  \$ 75,041.41  \$ 75,041.41  \$ 7,981.06  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00  3.4%  \$ 17,519.40  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover \$ 12,300.00  3.4%  \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63
(for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  Network Enforcement Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  \$ 12,300.00 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day) Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00  17,000.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10
Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  QuickStart Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  \$ 12,300.00  3.4%  \$ 26,765.74  \$ 27,500.00  3.4%  \$ 75,041.41  \$ 14,404.84  \$ 7,981.06  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00  3.4%  \$ 17,519.40  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover \$ 12,300.00  3.4%  \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months  Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00  17,000.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10
(for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  QuickStart Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover  \$ 27,500.00  3.4%  \$ 75,041.41  4,404.84  8,200.00  3.4%  \$ 7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover  \$ 18,000.00  3.4%  \$ 17,519.40	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day) Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months Palo Alto Networks consulting services (per day) - Minimum 5 days Cortex XSOAR Consulting Service (per day) - Minimum 5 days QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00  17,000.00  17,850.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10 17,373.40
Network Enforcement Service, for one panorama system. T&E included in price. \$ 77,100.00 3.4% \$ 75,041.41  QuickStart Service for App-ID Conversion - Includes Two Cutovers \$ 14,800.00 3.4% \$ 14,404.84  QuickStart Service for App-ID Conversion: Security Rules Add-On \$ 8,200.00 3.4% \$ 7,981.06  QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover \$ 18,000.00 3.4% \$ 17,519.40  QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover \$ 12,300.00 3.4% \$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months  Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.  (for PA-5000 series and smaller)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00  17,000.00  17,850.00  67,925.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10 17,373.40 66,111.39
QuickStart Service for App-ID Conversion - Includes Two Cutovers\$ 14,800.003.4%\$ 14,404.84QuickStart Service for App-ID Conversion: Security Rules Add-On\$ 8,200.003.4%\$ 7,981.06QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover\$ 18,000.003.4%\$ 17,519.40QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover\$ 12,300.003.4%\$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum  Palo Alto Networks Dedicated Architect – 12 months  Palo Alto Networks consulting Services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.  (for PA-5000 series and smaller)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  20,700.00  16,830.00  17,000.00  17,850.00  67,925.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10 17,373.40 66,111.39
QuickStart Service for App-ID Conversion: Security Rules Add-On\$ 8,200.003.4%\$ 7,981.06QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover\$ 18,000.003.4%\$ 17,519.40QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover\$ 12,300.003.4%\$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum  Palo Alto Networks Dedicated Architect - 12 months  Palo Alto Networks consulting Services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  16,830.00  17,000.00  17,850.00  27,500.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79  24,332.49  5,839.80  3,211.89  545.05  472,050.38  3,211.89  3,357.88  21,899.24  33,286.85  20,147.30  16,380.63  16,546.10  17,373.40  66,111.39  26,765.74
QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover\$ 18,000.003.4%\$ 17,519.40QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover\$ 12,300.003.4%\$ 11,971.59	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum  Palo Alto Networks Dedicated Architect - 12 months  Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.  (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pairs. T&E included in price.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  16,830.00  17,000.00  67,925.00  27,500.00  77,100.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10 17,373.40 66,111.39 26,765.74 75,041.41
	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum  Palo Alto Networks Dedicated Architect – 12 months  Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits.  (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pairs. T&E included in price.  QuickStart Service, for one panorama system. T&E included in price.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  16,830.00  17,000.00  17,850.00  27,500.00  77,100.00  14,800.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79  24,332.49  5,839.80  3,211.89  545.05  472,050.38  3,211.89  3,357.88  21,899.24  33,286.85  20,147.30  16,380.63  16,546.10  17,373.40  66,111.39  26,765.74  75,041.41  14,404.84
QuickStart Service for NGFW: PA-220, PA-800 Series - Includes One Cutover \$ 9,900.00 3.4% \$ 9,635.67	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service: Migration from ESM to TMS  Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect - 12 months  Palo Alto Networks consulting services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit  QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pair. T&E included, max 1 onsite visit.  (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit.  (for PA-5000 series and smaller)  Network Enforcement Service, for one panorama system. T&E included in price.  QuickStart Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion: Security Rules Add-On	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  17,000.00  17,850.00  27,500.00  77,100.00  14,800.00  8,200.00  18,000.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79 24,332.49 5,839.80 3,211.89 545.05 472,050.38 3,211.89 3,357.88 21,899.24 33,286.85 20,147.30 16,380.63 16,546.10 17,373.40 66,111.39 26,765.74 75,041.41 14,404.84 7,981.06
	for deployments of <2500 Traps agents.  Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.  Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.  Endpoint Enforcement Service : Migration from ESM to TMS Palo Alto Networks Traps Consulting Services (per day)  Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum Palo Alto Networks Dedicated Architect – 12 months  Palo Alto Networks Consulting Services (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  Cortex XSOAR Consulting Service (per day) - Minimum 5 days  QuickStart Service for Cortex XSOAR-Starter Enterprise Platform  High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.  Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit QuickStart Service for Prisma Access  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.  Palo Alto Networks Health Check Service For US Government accounts only.  Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)  Network Visibility Service for 1HA Active/Passive pair. T&E included in price.  QuickStart Service for App-ID Conversion - Includes Two Cutovers  QuickStart Service for App-ID Conversion - Includes One Cutover	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	36,000.00  25,000.00  6,000.00  3,300.00  560.00  485,000.00  3,450.00  22,500.00  34,200.00  17,000.00  17,850.00  27,500.00  77,100.00  14,800.00  8,200.00  18,000.00  12,300.00	3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%  3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	35,038.79  24,332.49  5,839.80  3,211.89  545.05  472,050.38  3,211.89  3,357.88  21,899.24  33,286.85  20,147.30  16,380.63  16,546.10  17,373.40  66,111.39

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QuickStart Service for NGFW: PA-3200 Series - Includes One Cutover	\$	11,500.00	3.4%	\$	11,192.95
QuickStart Service for NGFW: PA-5200 Series - Includes One Cutover	\$	17,300.00	3.4%	\$	16,838.09
QuickStart Service for NGFW: PA-7000 Series - Includes One Cutover	\$	32,100.00	3.4%	\$	31,242.92
QuickStart Service for NGFW: Security/NAT Rules Add-On	\$	4,100.00	3.4%	\$	3,990.53
QuickStart Service for SSL Decryption: Inbound Inspection - Includes One Cutover	\$	11,500.00	3.4%	\$	11,192.95
QuickStart Service for SSL Decryption: Outbound Forward proxy - Includes One Cutover	\$	11,500.00	3.4%	\$	11,192.95
QuickStart Service for Threat Prevention - Includes One Cutover	\$	9,900.00	3.4%	\$	9,635.67
QuickStart Service for URL Filtering - Includes One Cutover	\$	11,500.00	3.4%	\$	11,192.95
QuickStart Service for User-ID (Policy Enforcement) - Includes One Cutover	\$	14,000.00	3.4%	\$	13,626.20
QuickStart Service for User-ID (IP Mapping) - Includes One Cutover	\$	11,500.00	3.4%	\$	11,192.95
SecOps Optimization Service for Next-Generation Firewall - Initial Engagement	\$	32,500.00	3.4%	\$	31,632.24
SecOps Optimization Service for Next-Generation Firewall - On-going engagement	\$	22,500.00	3.4%	\$	21,899.24
QuickStart Service for Panorama	\$	11,500.00	3.4%	\$	11,192.95
Network Control Service, for 1 HA PANW Active/Passive pair. T&E included, max 1 onsite	\$	54,450.00	3.4%	\$	52,996.17
Palo Alto Networks professional services project manager (per day)	\$	2,500.00	3.4%	\$	2,433.25
Palo Alto Networks Resident Engineer Consulting Services – 12 months	\$	363,000.00	3.4%	\$	353,307.81
Palo Alto Networks Resident Engineer Consulting Services – 6 months	\$	220,000.00	3.4%	\$	214,125.94
QuickStart Service for SD-WAN - Branch Expansion (up to 50 branches)	\$	8,000.00	3.4%	\$	7,786.40
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QuickStart Service for SD-WAN - Hub Deployment (for 1 hub deployment and up to 10	\$	14,000.00	3.4%	\$	13,626.20
SecOps Assessment Service. For Analysis of 1 Security Operations Center. T&E included in	\$	46,900.00	3.4%	\$	45,647.76
SOC Integration for NGFW and Panorama. For integration of 1 Security Operations  Center. T&E included in price.	\$	27,800.00	3.4%	\$	27,057.73
Palo Alto Networks Threat Assessment Service. For 1 Security Policy and Associated Profile. T&E included in price.	\$	23,700.00	3.4%	\$	23,067.20
Cloud Security Accelerator Service for VM Series	\$	39,950.00	3.4%	\$	38,883.32
PAN-SVC-4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. 4-Hour					
Premium support 3-year prepaid renewal, Panorama M-100 100 devices	\$	19,340.00	3.4%	\$	18,823.62
PAN-SVC-4HRUSG-M-100-5YR-R: For US Government accounts only. 4-Hour Premium					
support 5-year prepaid renewal, Panorama M-100 100 devices	\$	32,200.00	3.4%	\$	31,340.25
PAN-SVC-4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. 4-Hour					
Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$	46,940.00	3.4%	\$	45,686.69
PAN-SVC-4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. 4-Hour					
	\$	78,200.00	3.4%	\$	76,112.04
Premium support 5-year prepaid renewal, Panorama M-100 1000 devices PAN-SVC-4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. 4-Hour Premium					
· ·	\$	11,070.00	3.4%	\$	10,774.43
support 3-year prepaid renewal, Panorama M-100 25 devices or log collector PAN-SVC-4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. 4-Hour Premium					
•	\$	18,400.00	3.4%	\$	17,908.72
support 5-year prepaid renewal, Panorama M-100 25 devices or log collector PAN-SVC-4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. 4-Hour					
	\$	27,600.00	3.4%	\$	26,863.07
Premium support 3-year prepaid renewal, Panorama M-500 100 devices PAN-SVC-4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. 4-Hour					
•	\$	46,000.00	3.4%	\$	44,771.79
Premium support 5-year prepaid renewal, Panorama M-500 100 devices					
PAN-SVC-4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. 4-Hour	\$	55,200.00	3.4%	\$	53,726.15
Premium support 3-year prepaid renewal, Panorama M-500 1000 devices					
PAN-SVC-4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. 4-Hour	\$	92,000.00	3.4%	\$	89,543.58
Premium support 5-year prepaid renewal, Panorama M-500 1000 devices	7			, T	
PAN-SVC-4HRUSG-M-M-500-P-25-3YR-R: For US Government accounts only. 4-Hour	\$	19,320.00	3.4%	\$	18,804.15
Premium support 3-year prepaid renewal, Panorama M-500 25 devices or log collector		15,525.00	511,0	Υ	10,0015
PAN-SVC-4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. 4-Hour Premium	\$	32,200.00	3.4%	\$	31,340.25
support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	7	32,200.00	3.170	Ť	31,3 10.23
PAN-SVC-B4HRUSG-M-100-P-100-3YR: For US Government accounts only. Partner enabled	\$	19,340.00	3.4%	\$	18,823.62
4-Hour premium support 3-year prepaid, Panorama M-100 100 devices	Ų	13,340.00	3.470	۲	10,023.02
PAN-SVC-B4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. Partner	\$	19,340.00	2 40/	\$	18,823.62
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 100 devices	Ş	19,340.00	3.4%	Ş	10,023.02
PAN-SVC-B4HRUSG-M-100-P-100-5YR: For US Government accounts only. Partner enabled	\$	22 200 00	2.40/	۲	21 240 25
4-Hour premium support 5-year prepaid, Panorama M-100 100 devices	Ş	32,200.00	3.4%	\$	31,340.25
PAN-SVC-B4HRUSG-M-100-P-100-5YR-R: For US Government accounts only. Partner		22 222 22	2.40/	_	24 242 25
enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 100 devices	\$	32,200.00	3.4%	\$	31,340.25
PAN-SVC-B4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. Partner				_	
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$	46,940.00	3.4%	\$	45,686.69
PAN-SVC-B4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. Partner				١.	
enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 1000 devices	\$	78,200.00	3.4%	\$	76,112.04
PAN-SVC-B4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. Partner			_	١.	
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 25 devices or	\$	11,070.00	3.4%	\$	10,774.43
PAN-SVC-B4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. Partner				Ι.	
enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 25 devices or	\$	18,400.00	3.4%	\$	17,908.72
PAN-SVC-B4HRUSG-M-500-P-100-3YR: For US Government accounts only. Partner enabled				<b>1</b> .	
4-Hour premium support 3-year prepaid, Panorama M-500 100 devices	\$	27,600.00	3.4%	\$	26,863.07
Thou premium supports year prepaid, ranorama in-300 100 devices	l		l	Ь	

PAN-SVC-B4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. Partner				7	
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 100 devices	\$	27,600.00	3.4%	\$	26,863.07
PAN-SVC-B4HRUSG-M-500-P-100-5YR: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid, Panorama M-500 100 devices	\$	46,000.00	3.4%	\$	44,771.79
PAN-SVC-B4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. Partner	\$	46.000.00	3.4%	\$	44,771.79
enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 100 devices PAN-SVC-B4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. Partner	_	,		*	, =
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 1000 devices	\$	55,200.00	3.4%	\$	53,726.15
PAN-SVC-B4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 1000 devices	\$	92,000.00	3.4%	\$	89,543.58
PAN-SVC-B4HRUSG-M-500-P-25-3YR-R: For US Government accounts only. Partner	\$	19,320.00	3.4%	\$	18,804.15
enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 25 devices or PAN-SVC-B4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. Partner	\$	32,200.00	3.4%	\$	31,340.25
enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 25 devices or Palo Alto Networks Focused Services Elite, Tier 1 - 1 Year	\$	385,000.00	3.4%	\$	374,720.40
Palo Alto Networks Focused Services Elite, Tier 1 - 3 Years	\$	1,155,000.00	3.4%	\$	1,124,161.21
Palo Alto Networks Focused Services Elite, Tier 1 - 5 Years	\$	1,925,000.00	3.4%	\$	1,873,602.02
Palo Alto Networks Focused Services Elite, Tier 2 - 1 Year	\$	585,000.00	3.4%	\$	569,380.35
Palo Alto Networks Focused Services Elite, Tier 2 - 3 Years	\$	1,755,000.00	3.4%	\$	1,708,141.06
Palo Alto Networks Focused Services Elite, Tier 2 - 5 Years	\$	2,925,000.00	3.4%	\$	2,846,901.76
Palo Alto Networks Focused Services Elite, Tier 3 - 1 Year	\$	1,185,000.00	3.4%	\$	1,153,360.20
Palo Alto Networks Focused Services Elite, Tier 3 - 3 Years	\$	3,555,000.00	3.4%	\$	3,460,080.60
Palo Alto Networks Focused Services Elite, Tier 3 - 5 Years	\$	5,925,000.00		\$	
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to	Ş	5,925,000.00	3.4%	Ş	5,766,801.01
Elite Tiers 1, 1 Year	\$	305,000.00	3.4%	\$	296,856.42
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to Plus Tiers 1, 1 Year	\$	105,000.00	3.4%	\$	102,196.47
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Plus Tier 1 to Elite Tiers 1, 1 Year	\$	200,000.00	3.4%	\$	194,659.95
Palo Alto Networks Focused Services Plus, Tier 1 - 1 Year	\$	185,000.00	3.4%	\$	180,060.45
Palo Alto Networks Focused Services Plus, Tier 1 - 3 Years	\$	555,000.00	3.4%	\$	540,181.36
Palo Alto Networks Focused Services Plus, Tier 1 - 5 Years	\$	925,000.00	3.4%	\$	900,302.27
Palo Alto Networks Focused Services Plus, Tier 2 - 1 Year	\$	385,000.00	3.4%	\$	374,720.40
Palo Alto Networks Focused Services Plus, Tier 2 - 3 Years	\$	1,155,000.00	3.4%	\$	1,124,161.21
Palo Alto Networks Focused Services Plus, Tier 2 - 5 Years	\$	1,925,000.00	3.4%	\$	1,873,602.02
Palo Alto Networks Focused Services Plus, Tier 3 - 1 Year	\$	585,000.00	3.4%	\$	569,380.35
Palo Alto Networks Focused Services Plus, Tier 3 - 3 Years	\$			\$	
·	\$	1,755,000.00 2,925,000.00	3.4%	\$	1,708,141.06
Palo Alto Networks Focused Services Plus, Tier 3 - 5 Years				<u> </u>	2,846,901.76
Palo Alto Networks Focused Services, Tier 1 - 1 Year	\$	80,000.00	3.4%	\$	77,863.98
Palo Alto Networks Focused Services, Tier 1 - 3 Years	\$	240,000.00	3.4%	\$	233,591.94
Palo Alto Networks Focused Services, Tier 1 - 5 Years	\$	400,000.00	3.4%	\$	389,319.90
Palo Alto Networks Focused Services, Tier 2 - 1 Year	\$	180,000.00	3.4%	\$	175,193.95
Palo Alto Networks Focused Services, Tier 2 - 3 Years	\$	540,000.00	3.4%	\$	525,581.86
Palo Alto Networks Focused Services, Tier 2 - 5 Years	\$	900,000.00	3.4%	\$	875,969.77
Palo Alto Networks Focused Services, Tier 3 - 1 Year	\$	280,000.00	3.4%	\$	272,523.93
Palo Alto Networks Focused Services, Tier 3 - 3 Years	\$	840,000.00	3.4%	\$	817,571.79
Palo Alto Networks Focused Services, Tier 3 - 5 Years	\$	1,400,000.00	3.4%	\$	1,362,619.65
PAN-SVC-PREMUSG-M-100-P-100-3YR: For US Government accounts only. Premium support 3-year prepaid, Panorama M-100 100 devices	\$	14,970.00	3.4%	\$	14,570.30
PAN-SVC-PREMUSG-M-100-P-100-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 100 devices	\$	14,970.00	3.4%	\$	14,570.30
PAN-SVC-PREMUSG-M-100-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-100 100 devices	\$	25,200.00	3.4%	\$	24,527.15
PAN-SVC-PREMUSG-M-100-P-100-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 100 devices	\$	25,200.00	3.4%	\$	24,527.15
PAN-SVC-PREMUSG-M-100-P-1K-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	\$	36,680.00	3.4%	\$	35,700.63
PAN-SVC-PREMUSG-M-100-P-1K-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 1000 devices	\$	61,200.00	3.4%	\$	59,565.94
PAN-SVC-PREMUSG-M-100-P-25-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 25 devices or log collector	\$	8,550.00	3.4%	\$	8,321.71
PAN-SVC-PREMUSG-M-100-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 25 devices or log collector	\$	14,400.00	3.4%	\$	14,015.52
PAN-SVC-PREMUSG-M-500-P-100-3YR: For US Government accounts only. Premium	\$	21,600.00	3.4%	\$	21,023.27
support 3-year prepaid, Panorama M-500 100 devices  PAN-SVC-PREMUSG-M-500-P-100-3YR-R: For US Government accounts only. Premium	\$	21,600.00	3.4%	\$	21,023.27
support 3-year prepaid renewal, Panorama M-500 100 devices	l			L	

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PAN-SVC-PREMUSG-M-500-P-100-5YR: PAN-SVC-PREMUSG-M-500-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-500 100	\$ 36,000.00	3.4%	\$	35,038.79
PAN-SVC-PREMUSG-M-500-P-100-5YR-R: For US Government accounts only. Premium	\$ 36,000.00	3.4%	\$	35,038.79
support 5-year prepaid renewal, Panorama M-500 100 devices PAN-SVC-PREMUSG-M-500-P-1K-3YR-R: For US Government accounts only. Premium	\$ 43,200.00	3.4%	\$	42,046.55
support 3-year prepaid renewal, Panorama M-500 1000 devices PAN-SVC-PREMUSG-M-500-P-1K-5YR-R: For US Government accounts only. Premium				•
support 5-year prepaid renewal, Panorama M-500 1000 devices  PAN-SVC-PREMUSG-M-500-P-25-3YR-R: For US Government accounts only. Premium	\$ 72,000.00	3.4%	\$	70,077.58
support 3-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 15,120.00	3.4%	\$	14,716.29
PAN-SVC-PREMUSG-M-500-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	\$ 25,200.00	3.4%	\$	24,527.15
PAN-SVC-PREMUSG-VM-1000-HV-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-1000-HV	\$ 3,660.00	3.4%	\$	3,562.28
PAN-SVC-PREMUSG-VM-1000-HV-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-1000-HV	\$ 6,080.00	3.4%	\$	5,917.66
PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR: For US Government accounts only. Premium	\$ 60,750.00	3.4%	\$	59,127.96
support 3-year prepaid, VM-1000-HV-ENT PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR-R: For US Government accounts only.	\$ 60,750.00	3.4%	\$	59,127.96
Premium support 3-year prepaid renewal, VM-1000-HV-ENT PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR: For US Government accounts only. Premium	\$ 101,250.00	3.4%	\$	•
support 5 year prepaid, VM-1000-HV-ENT PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR-R: For US Government accounts only.			<u> </u>	98,546.60
Premium support 5 year prepaid renewal, VM-1000-HV-ENT PAN-SVC-PREMUSG-VM-1000-HV-ENT-R: For US Government accounts only. Premium	\$ 101,250.00	3.4%	\$	98,546.60
support year 1 renewal, VM-1000-HV-ENT	\$ 25,320.00	3.4%	\$	24,643.95
PAN-SVC-PREMUSG-VM-100-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-100-ENT	\$ 24,300.00	3.4%	\$	23,651.18
PAN-SVC-PREMUSG-VM-100-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-100-ENT	\$ 40,500.00	3.4%	\$	39,418.64
PAN-SVC-PREMUSG-VM-200-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-200-ENT	\$ 36,450.00	3.4%	\$	35,476.78
PAN-SVC-PREMUSG-VM-200-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-200-ENT	\$ 60,750.00	3.4%	\$	59,127.96
PAN-SVC-PREMUSG-VM-300-ENT-3YR-R: For US Government accounts only. Premium	\$ 48,380.00	3.4%	\$	47,088.24
support 3-year prepaid renewal, VM-300-ENT PAN-SVC-PREMUSG-VM-300-ENT-5YR-R: For US Government accounts only. Premium	\$ 81,000.00	3.4%	\$	78,837.28
support 5 year prepaid renewal, VM-300-ENT				
PAN-SVC-PREM-VM-1000-HV-ENT-3YR: Premium support 3-year prepaid, VM-1000-HV-	\$ 54,000.00	3.4%	\$	52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-3YR-R: Premium support 3-year prepaid renewal, VM-1000-HV-ENT	\$ 54,000.00		\$	52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-5YR: Premium support 5 year prepaid, VM-1000-HV-	\$ 90,000.00	3.4%	\$	87,596.98
PAN-SVC-PREM-VM-1000-HV-ENT-5YR-R: Premium support 5 year prepaid renewal, VM- 1000-HV-ENT	\$ 90,000.00	3.4%	\$	87,596.98
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire 1 one year from date of purchase. Price includes instructor T AND E, courseware,	\$ 10,395.00	3.4%	\$	10,117.45
Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 18,370.00	3.4%	\$	17,879.52
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	\$ 10,395.00	3.4%	\$	10,117.45
Palo Alto Networks On-Site training course, 3 days, up to 12 students. Onsite training will	\$ 14,410.00	3.4%	\$	14,025.25
expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will	\$ 18,370.00		\$	17,879.52
expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and Palo Alto Networks On-Site training course, 5 days, up to 12 students. Onsite training will				
expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and immixTechnology, Inc DIR-TSO	\$ 22,385.00	3.4%	\$	21,787.31
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APPENDIX C PRICING INDEX		DID Continue		ch Inc.
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	Price	istomer
Implementation Architect, Per Hour	\$ 350.00		\$	247 25
Implementation Architect, Per Hour  Implementation Services BW	\$ 350.00	2% 2%	\$	347.25 2,480.35
Implementation Services BW  Implementation Services CRM (0-500GB)	\$ 2,500.00		\$	520.87
Implementation Services CRM (1TR-6+TR)	\$ 525.00		\$	744.11

Implementation Services CRM (1TB-6+TB)
Implementation Services CRM (500GB-1TB)

744.11 595.28

750.00 600.00

2%

Implementation Services EM	\$	2,500.00	2%	\$	2,480.35
Implementation Services ERP (0-500GB)	\$	3,500.00	2%	\$	3,472.49
Implementation Services ERP (1TB-6+TB)	\$	5,000.00	2%	\$	4,960.71
Implementation Services ERP (500GB-1TB)	\$	4,000.00	2%	\$	3,968.56
Implementation Services EWM	\$	2,500.00	2%	\$	2,480.35
Implementation Services GTS (0-500GB)	\$	525.00	2%	\$	520.87
Implementation Services GTS (1TB-6+TB)	\$	750.00	2%	\$	744.11
Implementation Services GTS (500GB-1TB)	\$	600.00	2%	\$	595.28
Implementation Services HR (0-500GB)	\$	3,500.00	2%	\$	3,472.49
	\$	5,000.00	2%	\$	4,960.71
Implementation Services HR (1TB-6+TB)	\$	4.000.00	2%	\$	
Implementation Services HR (500GB-1TB)		,			3,968.56
Implementation Services MDG (0-500GB)	\$	525.00	2%	\$	520.87
Implementation Services MDG (1TB-6+TB)	\$	750.00	2%	\$	744.11
Implementation Services MDG (500GB-1TB)	\$	600.00	2%	\$	595.28
Implementation Services SCM	\$	2,500.00	2%	\$	2,480.35
Implementation Services SRM (0-500GB)	\$	525.00	2%	\$	520.87
Implementation Services SRM (1TB-6+TB)	\$	750.00	2%	\$	744.11
Implementation Services SRM (500GB-1TB)	\$	600.00	2%	\$	595.28
Implementation Services TM	\$	2,500.00	2%	\$	2,480.35
Professional Services, Per Hour	\$	220.00	2%	\$	218.27
Junior Principal Consultant, Per Hour	\$	170.00	2%	\$	168.66
Gold Client POC	\$	15,000.00	2%	\$	14,882.12
Senior Principal Consultant/SME, Per Hour	\$	220.00	2%	\$	218.27
Technical Delivery Manager, Per Hour	\$	250.00	2%	\$	248.04
Principal Consultant Services	\$	344.00	2%	\$	341.31
	\$			\$	
Qlik Technologies Qlik Sense 3.x (Qlik Technical Architect)		317.00	2%		314.52
Senior Implementation Consultant	\$	280.00	2%	\$	277.81
Implementation Consultant	\$	239.00	2%	\$	237.13
Nearshore Senior Consultant	\$	142.00	2%	\$	140.89
Nearshore Consultant	\$	116.00	2%	\$	115.09
Offshore Senior Consultant	\$	82.00	2%	\$	81.36
Offshore Consultant	\$	63.00	2%	\$	62.51
Qlik Launch	\$	89,880.00	2%	\$	89,178.17
Qlik Fast Start	\$	36,180.00	2%	\$	35,897.49
Compose Training, 2 days total for up to five (5) participants. Additional students in the 2-	_				
day training class are \$1,300 per student	\$	3,750.00	2%	\$	3,720.53
Gold Client Training, Minimum 2 Day Training	\$	2,000.00	2%	\$	1,984.28
Replicate Training, 2 days total for up to five (5) participants. Additional students in the 2-		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
day training class are \$1,300 per student	\$	3,750.00	2%	\$	3,720.53
Incremental students over 10 onsite (for 1 student)	\$	375.00	2%	\$	372.07
	\$	4,750.00	2%	\$	4,712.91
Premium Rate Onsite 10 students		4.750.001			4,/12.91
					· · · · · · · · · · · · · · · · · · ·
Incremental students over 10 Premum Onsite (for 1 student)	\$	475.00	2%	\$	471.29
Business Analyst Individual User	\$	475.00 1,500.00	2% 2%	\$	471.29 1,488.29
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense	\$	475.00 1,500.00 2,000.00	2% 2% 2%	\$ \$	471.29 1,488.29 1,984.38
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User	\$ \$	475.00 1,500.00	2% 2%	\$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense	\$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00	2% 2% 2%	\$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User	\$ \$	475.00 1,500.00 2,000.00 2,250.00	2% 2% 2% 2%	\$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense	\$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00	2% 2% 2% 2% 2%	\$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User	\$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 3,200.00	2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users	\$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 14,000.00	2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users	\$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 3,200.00 14,000.00 25,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users	\$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 3,200.00 14,000.00 25,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users	\$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited)	\$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00 11,250.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 50,000.00 75,000.00 100,000.00 6,750.00 10,125.00 11,250.00 16,875.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00 11,250.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription 8gt; 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Business Analyst Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10 10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 50,000.00 75,000.00 100,000.00 6,750.00 10,125.00 11,250.00 16,875.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription 8gt; 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10 10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students 10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00 11,250.00 16,875.00 22,500.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23 22,324.31
Business Analyst Individual User  Business Analyst Individual User + Create Visualizations with Qlik Sense  Data Architect Individual User  Data Architect Individual User + Data Modeling for Qlik Sense  Business Analyst + Data Architect Individual User  Full Access Individual User  Corporate up to 10 Users  Corporate Subscription up to 50 Users  Corporate Subscription 51 - 250 Users  Corporate Subscription 251 - 1000 Users  Corporate Subscription > 1000 Users (unlimited)  Corporate Subscription 50 users + 5 days Onsite training max 10 students  10 Business Analyst Users  10 Data Architect Users  10 Business Analyst + Data Architect Users  10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10  10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students  10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students  Business Analyst Users + Onsite Qlik View Designer  10 Business Analyst Users + Onsite Qlik View Designer, 2 days max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00 11,250.00 22,500.00 22,500.00 11,250.00 11,250.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23 22,324.31 1,984.38 11,162.15
Business Analyst Individual User  Business Analyst Individual User + Create Visualizations with Qlik Sense  Data Architect Individual User  Data Architect Individual User  Data Architect Individual User  Business Analyst + Data Architect Individual User  Full Access Individual User  Corporate up to 10 Users  Corporate Subscription up to 50 Users  Corporate Subscription 51 - 250 Users  Corporate Subscription 251 - 1000 Users  Corporate Subscription 8gt; 1000 Users (unlimited)  Corporate Subscription 50 users + 5 days Onsite training max 10 students  10 Business Analyst Users  10 Data Architect Users  10 Business Analyst + Data Architect Users  10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10  10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students  10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and  Data Modeling for Qlik Sense, 5 days max 10 students  Business Analyst Users + Onsite QlikView Designer  10 Business Analyst Users + Onsite QlikView Designer, 2 days max 10 students  Data Architect Individual User + QlikView Developer	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 11,250.00 16,875.00 22,500.00 2,000.00 11,250.00 3,000.00 3,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23 22,324.31 1,984.38 11,162.15 2,976.57
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User Data Architect Individual User Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription > 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10 10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students 10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students Business Analyst Users + Onsite QlikView Designer 10 Business Analyst Users + Onsite QlikView Designer, 2 days max 10 students Data Architect Individual User + QlikView Developer 10 Data Architect Users + Onsite QlikView Developer, 3 days max 10 students	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 3,200.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 13,500.00 11,250.00 22,500.00 22,500.00 22,500.00 2,000.00 11,250.00 11,250.00 16,875.00 21,000.00 11,250.00 11,250.00 16,875.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23 22,324.31 1,984.38 11,162.15 2,976.57 16,743.23
Business Analyst Individual User Business Analyst Individual User + Create Visualizations with Qlik Sense Data Architect Individual User Data Architect Individual User + Data Modeling for Qlik Sense Business Analyst + Data Architect Individual User Full Access Individual User Corporate up to 10 Users Corporate Subscription up to 50 Users Corporate Subscription 51 - 250 Users Corporate Subscription 251 - 1000 Users Corporate Subscription 8gt; 1000 Users (unlimited) Corporate Subscription 50 users + 5 days Onsite training max 10 students 10 Business Analyst Users 10 Data Architect Users 10 Business Analyst + Data Architect Users 10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10 10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students 10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students Business Analyst Users + Onsite QlikView Designer 10 Business Analyst Users + Onsite QlikView Designer, 2 days max 10 students Data Architect Individual User + QlikView Developer	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	475.00 1,500.00 2,000.00 2,250.00 3,000.00 3,000.00 14,000.00 25,000.00 75,000.00 100,000.00 30,625.00 6,750.00 10,125.00 11,250.00 16,875.00 22,500.00 2,000.00 11,250.00 3,000.00 3,000.00	2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2% 2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	471.29 1,488.29 1,984.38 2,232.43 2,976.57 2,976.57 3,175.01 13,890.68 24,804.79 49,609.57 74,414.36 99,219.14 30,385.86 6,697.29 10,045.94 13,394.58 11,162.15 16,743.23 22,324.31 1,984.38 11,162.15 2,976.57

QCC Corporate On-Premise hosting	\$	125,000.00	2%	\$ 124,023.93
QCC Corporate On-Premise hosting - Annual Module Update	\$	31,250.00	2%	\$ 31,005.98
Create Visualizations with Qlik Sense		1,500.00	2%	\$ 1,488.29
Data Modeling for Qlik Sense	\$	2,250.00	2%	\$ 2,232.43
Qlik Sense for QlikView Developers	\$	750.00	2%	\$ 744.14
Create Mashups with qlik Sense	\$	750.00	2%	\$ 744.14
Deploy and Administer Qlik Sense	\$	1,900.00	2%	\$ 1,885.16
Qlik Sense Elective Topics	\$	750.00	2%	\$ 744.14
Embed Analytics with Qlik Sense APIs	\$	1,500.00	2%	\$ 1,488.29
Qlik Sense Onsite (Maximum # of students for onsite is 10)	\$	3,750.00	2%	\$ 3,720.72
Designer	\$	1,500.00	2%	\$ 1,488.29
Developer	\$	2,250.00	2%	\$ 2,232.43
Design and Development with QlikView	\$	3,750.00	2%	\$ 3,720.72
Server Publisher	\$	2,250.00	2%	\$ 2,232.43
Advanced Topics in Design and Development	\$	1,500.00	2%	\$ 1,488.29
Data Visualization and Design Best Practices Using QlikView	\$	1,500.00	2%	\$ 1,488.29
Performance and Scalability	\$	1,500.00	2%	\$ 1,488.29
Create Reports with Qlik Nprinting	\$	750.00	2%	\$ 744.14
Training Public Classroom Non Voucher	\$	750.00	2%	\$ 744.14
Foundation of Data Analytics	\$	750.00	2%	\$ 744.14
Training Public Classroom Premium Rate	\$	950.00	2%	\$ 942.58
QlikVIew Onsite (Maximum # of students for onsite is 10)	\$	3,750.00	2%	\$ 3,720.72

APPENDIX C PRICING INDEX  Tenable, Public Sector I				ic Sector Inc.	
Installation / Configuration / Technical Services and Training Packages			DIR Customer	DIR C	ustomer
		MSRP	Discount	Price	
			% off MSRP		
This hands-on service examines your deployment to determine if it meets your current					
business requirements, follows recommended best practices from Tenable and the	\$	6,000.00	4.0%	\$	5,803.53
industry, and performs as efficiently as possible.					
Security Consultant monthly rate, must be scheduled as 20 consecutive business days	\$	42,000.00	4.0%	\$	40,624.69
Cyber Exposure Workshop. Actual travel and expenses to be billed separately.	\$	22,000.00	4.0%	\$	21,279.60
Security Consultant Hourly Rate	\$	300.00	4.0%	\$	290.18
Quick Start Onsite Implementation for PVS & LCE	\$	7,500.00	4.0%	\$	7,254.41
Quick Start Onsite Implementation for Tenable.sc	\$	7,500.00	4.0%	\$	7,254.41
Quick Start Onsite Implementation for Tenable.sc Continuous View	\$	15,000.00	4.0%	\$	14,508.82
Quick Start Onsite Implementation for Tenable.ot	\$	15,900.00	4.0%	\$	15,379.35
Quick Start Remote Implementation for PVS & LCE	\$	6,000.00	4.0%	\$	5,803.53
Quick Start Remote Implementation for Tenable.sc	\$	6,000.00	4.0%	\$	5,803.53
Quick Start Remote Implementation for Tenable.sc CV	\$	12,000.00	4.0%	\$	11,607.05
Quick Start Remote Implementation for Tenable.io VM	\$	6,000.00	4.0%	\$	5,803.53
Quick Start Remote Implementation for Tenable.io VM	\$	6,000.00	4.0%	\$	5,803.53
2 Day Onsite Training - Tenable.sc: Scanning and Analysis - up to 15 participants	\$	15,000.00	4.0%	\$	14,508.82
2 Day Onsite Training - Tenable.sc Continuous View: Event Analysis and Reporting - up to	\$	15,000.00	4.0%	\$	14,508.82
15 participants	۲	13,000.00	4.076	ې	14,308.82
2 Day Onsite Training - Tenable.io Asset and Vulnerability Management - up to 15	\$	15,000.00	4.0%	\$	14,508.82
participants. Actual travel and expenses to be billed separately.	\$ 15,000.00		4.076	ې	14,308.82
2 Day Virtual Seat - Tenable.sc: Scanning and Analysis	\$	2,000.00	4.0%	\$	1,934.51
2 Day Virtual Seat - Tenable.sc Continuous View: Event Analysis and Reporting	\$	2,000.00	4.0%	\$	1,934.51
2 Day Virtual Seat - Tenable.io Asset and Vulnerability Management Training	\$	2,000.00	4.0%	\$	1,934.51

immixTechnology, Inc DIR-TSO-4315

APPENDIX C PRICING INDEX				PITNE	EY BOWES
Installation / Configuration / Technical Services and Training Packages			DIR Customer DIR Cu		Customer
		MSRP	Discount	Price	e
			% off MSRP		
Hosting Fee for Pre-Paid users, adjusted so order hits minimum order amount	\$	2,500.00	25.00%	\$	1,889.06
Configure service	\$	3,000.00	25.00%	\$	2,266.88
Customer Private Data Update Fee (per update)	\$	250.00	25.00%	\$	188.91
Batch Processing Setup per account (one-time fee)	\$	2,500.00	25.00%	\$	1,889.06
FastStart Product Installation Services	\$	13,000.00	25.00%	\$	9,823.13
FastStart Custom 7 Day up to 56 Hours implementation	\$	22,500.00	25.00%	\$	17,001.56
FastStart Audit Resolution	\$	22,500.00	25.00%	\$	17,001.56
Implementation Services Level-1 Hourly Rate	\$	295.00	25.00%	\$	222.91
Implementation Services Level-1 Hourly Rate	\$	325.00	25.00%	\$	245.58
Product Specific Training	\$	9,999,999.00	25.00%	\$	7,556,249.24

immixTechnology, Inc DIR-TSO-4315  APPENDIX C PRICING INDEX  COMMVAULT SYSTEMS INC				
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount	DIR Customer Price	
Community Cloud DR Madula for Architecture Design Larger (Add On). Info gethering for		% off MSRP		
Commvault Cloud DR Module for Architecture Design Large: (Add-On) - Info gathering for up to (150) applications, DR to cloud design, and recommendations on DR config and	\$ 18,850.00	5%	\$ 18,099.80	
Commvault Cloud DR Module for Architecture Design Small: (Add-On) - Info gathering for up to (25) applications, DR to cloud design, and recommendations on DR config and	\$ 8,175.00	5%	\$ 7,849.65	
Commvault Cloud DR Module for Architecture Design Standard: (Add-On) - Info gathering for up to (75) applications, DR to cloud design, and recommendations on DR config and	\$ 13,400.00	5%	\$ 12,866.70	
Commvault Advanced Consulting Services. REQUIRES CORRESPONDING quantity of	\$ 3,500.00	5%	\$ 3,360.52	
'FXTRVL-CONS' for service to be delivered onsite.				
Implementation of Migration Engagements. Price is Per-Day (8 Hours) and billed Per-Hour.	\$ 3,500.00	5%	\$ 3,360.71	
Commvault Advanced Remote Consulting Services	\$ 2,200.00	5%	\$ 2,112.32	
Commvault Remote Consulting Services	\$ 1,600.00	5%	\$ 1,536.24	
Commvault Consulting Services. REQUIRES CORRESPONDING quantity of 'FXTRVL-CONS' for service to be delivered onsite.	\$ 2,500.00	5%	\$ 2,400.37	
Commvault Conversion SKU	\$ 146.41	5%	\$ 140.58	
Commvault Time and Material Proposal two (2) days of remote Professional Services and (1) Professional Services PM hour	\$ 4,625.00	5%	\$ 4,440.93	
Implementation of Remote Migration Engagements. Price is Per-Day (8 Hours) and billed  Per-Hour.	\$ 2,200.00	5%	\$ 2,112.44	
Commvault Remote design and deployment of workflows and custom reports. Price is Per-	\$ 2,200.00	5%	\$ 2,112.32	
Day (8 Hours) and billed Per-Hour.  Commvault Project Management Services - Price per hour	\$ 199.65	5%	\$ 191.70	
Commvault QuickStart is a packaged Time and Materials implementation and	Ş 199.05	370	\$ 191.70	
configuration service to be delivered over 5 contiguous days. Related travel is included.	\$ 14,500.00	5%	\$ 13,922.92	
Commvault QuickStart Advanced is a packaged Time and Materials implementation and configuration to be delivered over 15 contiguous days. Related travel is included.	\$ 48,900.00	5%	\$ 46,953.85	
Commvault QuickStart Plus is a packaged Time and Materials implementation and configuration service to be delivered over 10 contiguous days. Related travel is included.	\$ 32,600.00	5%	\$ 31,302.57	
Commvault QuickStart Base Remote is a packaged Time and Materials REMOTE implementation and configuration service to be delivered over 5 contiguous days.	\$ 8,000.00	5%	\$ 7,681.61	
Commvault Time and Material two (2) days of remote Professional Services	\$ 3,200.00	5%	\$ 3,072.64	
Commvault Remote design and deployment package of workflows for ServiceNOW	\$ 3,200.00	370	\$ 3,072.04	
integration. Please see service brief for details.	\$ 15,000.00	5%	\$ 14,403.02	
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For				
environments in the 100 TB to 1 PB data range, more than 2 CommCells OR up to 4000	\$ 1.53	5%	\$ 1.47	
clients. SOW required.	7 1.55	370	J.47	
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design. For				
environments in the 25 to 50 TB data range OR 1 CommCell and 500 clients. SOW	\$ 25,000.00	5%	\$ 24,003.69	
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For				
environments in the 50 to 250 TB data range OR up to 2 CommCells and 2000 clients. SOW required.	\$ 40,000.00	5%	\$ 38,405.90	
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For				
environments with 250 to 500TB of data OR over 3 CommCells and up to 4000 clients.	\$ 56,000.00	5%	\$ 53,768.26	
SOW required.	30,000.00	370	33,700.20	
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For				
environments with up to 100 TB of data OR 1 CommCells and up to 500 clients. SOW	\$ 15,500.00	5%	\$ 14,882.29	
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For				
environments with 100 to 250 TB of data OR 3 CommCells and up to 2000 clients. SOW	\$ 36,000.00	5%	\$ 34,565.31	
Commvault Base Architecture Design or Health Check is a packaged Time and Materials				
remote service recommended for single Commcell environments with less than 200TB of	\$ 13,628.00	5%	\$ 13,085.63	
capacity and 1000 clients.	,		,	
Commvault Large Architecture Design or Health Check is a packaged Time and Materials				
service recommended for environments with more than 3 Commcells, 2PB capacity and	\$ 52,400.00	5%	\$ 50,314.56	
10000 clients. Please consult your Professional Services Leader before quoting.	, , , , , , , , ,			
Commvault Medium Architecture Design or Health Check is a packaged Time and				
Materials service recommended for environments with less than 3 Commcells, 750TB	\$ 40,600.00	5%	\$ 38,984.18	
capacity and 6500 clients.				
Commvault Small Architecture Design or Health Check is a packaged Time and Materials	A		A	
service recommended for environments with less than 2 Commcells, 400TB capacity and	\$ 25,750.00	5%	\$ 24,725.19	
Commvault Base QuickStart is a packaged Time and Materials remote implementation and	ć 7.500.00	F0/	ć 7.304.54	
configuration service to be delivered over 3 contiguous days.	\$ 7,500.00	5%	\$ 7,201.51	

Commvault Large Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 15 days delivered in three blocks of 5	\$ 49,700.00	5%	\$ 47,722.02
Commvault Medium Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 10 days delivered in two blocks of 5	\$ 29,750.00	5%	\$ 28,566.00
Commvault Small Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days.	\$ 15,850.00	5%	\$ 15,219.19
Commvault On-demand Learning Essentials includes one year access to Commvault Essentials vILT course, Filesystem and Virtualization eLearning titles and Essentials access to the Commvault On-demand learning library.	\$ 1,000.00	5%	\$ 960.20
Commvault On-demand Learning Professional includes one year access to all Essentials	\$ 2,500.00	5%	\$ 2,400.50
Commvault On-demand Learning Professional Plus includes one year access to all Commvault On-demand Professional content, plus attendance in a public Commvault Professional ILT/vILT course.	\$ 7,000.00	5%	\$ 6,721.41
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student	\$ 250.00	5%	\$ 240.05
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student	\$ 250.00	5%	\$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student	\$ 250.00	5%	\$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student	\$ 250.00	5%	\$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	\$ 250.00	5%	\$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	\$ 250.00	5%	\$ 240.05
Commvault Training Unit. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students, minimum 2 days).	\$ 250.00	5%	\$ 240.04
Commvault Training Unit for Channel Partners only. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students,	\$ 250.00	5%	\$ 240.05
Commvault Resident Support Engineer - 10 Day. Rate for 10 contiguous days during normal business hours. Requires 10 'FXTRVL-CONS' for service to be delivered onsite.	\$ 14,000.00	3.00%	\$ 13,681.85
Commvault Resident Support Engineer - 120 Day. Rate for 120 contiguous days during normal business hours. Requires 120 'FXTRVL-CONS' for service to be delivered onsite.	\$ 128,160.00	3.00%	\$ 125,247.56
Commvault Resident Support Engineer - 20 Day. Rate for 20 contiguous days during normal business hours. Requires 20 'FXTRVL-CONS' for service to be delivered onsite.	\$ 24,000.00	3.00%	\$ 23,454.60
Commvault Resident Support Engineer - 240 Day. Rate for 240 contiguous days during normal business hours. Requires 240 'FXTRVL-CONS' for service to be delivered onsite.	\$ 236,160.00	3.00%	\$ 230,793.26
Commvault Resident Support Engineer - 60 Day. Rate for 60 contiguous days during normal business hours. Requires 60 'FXTRVL-CONS' for service to be delivered onsite.	\$ 68,400.00	3.00%	\$ 66,845.61

APPENDIX C PRICING INDEX				Fortin	et
Installation / Configuration / Technical Services and Training Packages			DIR Customer	DIR C	ustomer
		MSRP	Discount	Price	
			% off MSRP		
Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily	\$	600.00	9.05%	\$	549.79
Per Day Charge for Onsite Resource Service (FortiCare Contract)	\$	3,000.00	9.05%	\$	2,748.96
Per Day Charge for Onsite Resource Service (SOW)	\$	3,000.00	9.05%	\$	2,748.96
Per Day Charge for Remote Resource Service (FortiCare Contract)	\$	3,000.00	9.05%	\$	2,748.96
Per Day Charge for Remote Resource Service (SOW)	\$	3,000.00	9.05%	\$	2,748.96
Remote penetration test of 1 web application or 1 mobile application	\$	15,000.00	9.05%	\$	13,744.82
Remote vulnerability assessment of up to 16 IP's	\$	24,000.00	9.05%	\$	21,991.71
Remote vulnerability assessment of up to 32 IP's	\$	26,000.00	9.05%	\$	23,824.35
Remote vulnerability assessment of up to 64 IP's	\$	30,000.00	9.05%	\$	27,489.64
Remote vulnerability assessment of up to 128 IP's	\$	37,000.00	9.05%	\$	33,903.89
Per Day Charge for Customer Readiness Testing (SOW)	\$	2,500.00	9.05%	\$	2,290.80
Per Day Charge for on-site engagement for Field CISO security advising and consultancy	\$	3,000.00	9.05%	\$	2,748.96
Per Day Charge for on-site engagement for developing security reference architectures	\$	3,000.00	9.05%	\$	2,748.96
Per day charge for Developer and QA resource service with 3 days minimum. Requires	\$	5,000.00	9.05%	\$	4,581.61
Incident Response and Forensics Training	\$	2,500.00	9.05%	\$	2,290.80
NSE 4/FortiGate Security Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 4/FortiGate Infrastructure Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 5/FortiAnalyzer Training - 1 day	\$	950.00	9.05%	\$	870.51
NSE 5/FortiManager Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 5/FortiSIEM Basic Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 5/FortiClient EMS Training- 1 day	\$	950.00	9.05%	\$	870.51
NSE 6/FortiADC Training - 1 day	\$	950.00	9.05%	\$	870.51

NSE 6/FortiAuthenticator Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 6/FortiDDoS Training - 1 day	\$	950.00	9.05%	\$	870.51
NSE 6/FortiMail Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 6/FortiWeb Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 6/Integrated and Cloud Wireless Training (FortiWiFi) - 1 day	\$	950.00	9.05%	\$	870.51
NSE 6/FortiWLC Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 6/FortiVoice - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 6/FortiNAC - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 7/Advanced Analytics Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 7/Advanced Threat Protection Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 7/Enterprise Firewall Training - 3 days	\$	2,900.00	9.05%	\$	2,657.33
NSE 7/Secure Access Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 7/Public Cloud Security Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
NSE 7/Public Cloud Security Training - 2 days  NSE 7/Private Cloud Security Training - 2 days	\$		9.05%	\$	•
, , , , , , , , , , , , , , , , , , , ,		1,900.00		\$	1,741.01
NSE 8/ Workshop immersion. Self-preparation for NSE 8 practical exam - 2 days	\$	1,900.00	9.05%		1,741.01
FortiEDR Training	\$	500.00	9.05%	\$	458.16
SD-WAN training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
FortiInsight - User and Entity Behavior Analytics (UEBA)	\$	500.00	9.05%	\$	458.16
FortiGate chassis-based firewall platform (FGT 7000) Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
FortiSIEM Parser Training - 2 days	\$	1,900.00	9.05%	\$	1,741.01
Private onsite instructor-led training.					
Price: number of students x number of days x USD 630 (price per day) = (USD total					
price).	\$	630.00	9.05%	\$	577.28
Minimum requirement: 6 students and 3 days of training.					
Private onsite requires quote from Fortinet Training and FT-TRVL.					
Private onsite instructor-led training, up to 5 students and 3 days of training.					
Private onsite requires quote from Fortinet Training and FT-TRVL.	\$	10,500.00	9.05%	\$	9,621.37
Non-standard training agenda requires FT-CUSTOM.	۲	10,300.00	9.0370	۲	9,021.37
Private online instructor-led training.					
· ·					
Price: number of students x number of days x USD 630 (price per day) = (USD total					
price).	\$	630.00	9.05%	\$	577.28
Minimum requirement: 6 students and 3 days of training.					
Private online requires quote from Fortinet Training.					
Private online instructor-led training, up to 5 students and 3 days of training.					
Private online requires quote from Fortinet Training.	\$	10,500.00	9.05%	\$	9,621.37
Non-standard training agenda requires FT-CUSTOM.					
Onsite Dedicated Resource Service - 6 months	\$	220,000.00	9.05%	\$	201,590.68
Remote Dedicated Resource Service - 6 months	\$	220,000.00	9.05%	\$	201,590.68
	Ş	220,000.00	5.0570		
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service -					202 206 04
	\$	330,000.00	9.05%	\$	302,386.01
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months	\$	330,000.00	9.05%	\$	302,386.01
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource					302,386.01 302,386.01
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource  Service - 12 months	\$	330,000.00	9.05%	\$	•
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support	\$	330,000.00	9.05%	\$	•
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months	\$	330,000.00	9.05% 9.05%	\$	302,386.01
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support	\$	330,000.00	9.05% 9.05%	\$	302,386.01
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months	\$ \$	330,000.00 330,000.00 32,000.00	9.05% 9.05% 9.05%	\$ \$	302,386.01
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Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support	\$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00	9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63
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Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support	\$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 86,000.00 240,000.00	9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10
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Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months  Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months  Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months  Elite - Service Provider Technical Support Service 1 Year Elite - Service Provider Support Service Provided byAdvanced Services Team with Designated TAM and SDM - 12 months  Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Political Support Service Service Provider Fervice Provider Political Support Service Service Provider Fervice Provider Political Support Service Provider Fervice Provider Political Support Service Provider Politi	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 240,000.00 48,000.00 48,000.00 240,000.00 240,000.00 3,000.00 4,000.00	9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10 43,983.42 78,803.63 219,917.10 11,454.02 2,748.96 3,665.29
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months  Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months  Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months  Elite - Service Provided Technical Support Service 1 Year Elite - Service Provider Support Service Provided byAdvanced Services Team with Designated TAM and SDM - 12 months  Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Service Provi	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 240,000.00 48,000.00 48,000.00 240,000.00 240,000.00 3,000.00	9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10 43,983.42 78,803.63 219,917.10 11,454.02 2,748.96 3,665.29
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months  Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months  Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months  Elite - Service Provider Technical Support Service 1 Year Elite - Service Provider Support Service Provided byAdvanced Services Team with Designated TAM and SDM - 12 months  Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Political Support Service Service Provider Fervice Provider Political Support Service Service Provider Fervice Provider Political Support Service Provider Fervice Provider Political Support Service Provider Politi	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 240,000.00 48,000.00 48,000.00 240,000.00 240,000.00 12,500.00 3,000.00 4,000.00 5,000.00	9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10 43,983.42 43,983.42 78,803.63 219,917.10 11,454.02 2,748.96 3,665.29 4,581.61
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months  Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months  Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service 1 Year Select - Service Provider Support Service 1 Year Elite - Service Provider Support Service 1 Year Elite - Service Provider Support Service Provider Technical Support Service 1 Year Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Service Provided by Advanced Services Team with Designated TAM and SDM-12 months  Global Elite - Service Provided by Advanced Services Team with Designated TAM and Ten Service Points to consume with Advanced Support Services - 12 months  Resource Service - Network Integration  Resource Service - Network Design and Optimization  Resource Service - Network Design and FortiAnalyzer services with 4 hours minimum. Remote only. Requires SOW.	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 240,000.00 48,000.00 48,000.00 240,000.00 240,000.00 3,000.00 4,000.00	9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10 43,983.42 43,983.42 78,803.63 219,917.10 11,454.02 2,748.96 3,665.29 4,581.61
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months  Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months  Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months  Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months  First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months  Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months  Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months  Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months  Elite - Service Provided Technical Support Service 1 Year Elite - Service Provider Support Service Provided byAdvanced Services Team with Designated TAM and SDM- 12 months  Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Service - Network Integration  Resource Service - Network Design and Optimization  Resource Service - Security Assessment  Per hourly Professional Service charge for FortiManager and FortiAnalyzer services with 4	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	330,000.00 330,000.00 32,000.00 48,000.00 240,000.00 48,000.00 48,000.00 240,000.00 240,000.00 12,500.00 3,000.00 4,000.00 5,000.00	9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05% 9.05%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	302,386.01 29,322.28 43,983.42 78,803.63 219,917.10

Per hourly Professional Service charge for FortiSOAR services with 4 hours minimum.  Requires SOW.	\$	350.00	9.05%	\$	320.71	
Per hourly Professional Service charge for FortiClient and EMS services with 4 hours minimum. Requires SOW.	\$	350.00	9.05%	\$	320.71	
FortiEDR professional services day	\$	1,950.00	9.05%	\$	1,786.83	
Digital Forensics and Incident Response consulting services	\$	500.00	9.05%	\$	458.16	
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning,	\$	6,500.00	9.05%	\$	5,956.09	
prevention mode migration, product training, and transition to operations - up to 1K	Ş	0,300.00	9.05%	ş	5,950.09	
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning,	\$	11,500.00	9.05%	\$	10,537.69	
prevention mode migration, product training, and transition to operations - up to 5K	Ş	11,300.00	9.03%	ş	10,557.09	
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning,	\$	19,500.00	9.05%	\$	17,868.26	
prevention mode migration, product training, and transition to operations - up to 10K	Ş	19,300.00	9.03%	ş	17,808.20	
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning,	\$	25,500.00	¢ 25 500 00	9.05%	\$	23,366.19
prevention mode migration, product training, and transition to operations - up to 30K	۲	23,300.00	9.0376	۲	23,300.19	
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning,	\$	\$ 39,500.00	9.05%	\$	36,194.69	
prevention mode migration, product training, and transition to operations - above 30K	۲	33,300.00	J.0570	۲	30,134.03	
Fixed Travel and Expenses for Professional Services	\$	100.00	9.05%	\$	91.63	
Single Pearson VUE voucher for any of the following certification exams:  NSE 4, NSE 7, or NSE 8 written exam	\$	400.00	9.05%	\$	366.53	
Single Pearson VUE voucher for any of the NSE 5 exams:						
FortiManager, FortiAnalyzer, FortiSIEM, or FortiClient-EMS	\$	200.00	9.05%	\$	183.26	
Single Pearson VUE voucher for any of the NSE 6 exams:						
FortiADC, FortiAuthenticator, FortiDDoS, FortiMail, FortiNAC, FortiVoice, FortiWeb,	\$	150.00	9.05%	\$	137.45	
FortiWiFi, or FortiWLC	7	150.00	3.0370	7	157.45	
Four single Pearson VUE vouchers for NSE 6 exams (NSE 6 Exam Bundle)	\$	400.00	9.05%	\$	366.53	
Single Fortinet access to NSE 8 practical exam session	\$	1,600.00	9.05%	\$	1,466.11	
Development of custom training agenda. Statement of work from Fortinet Training		,			· · · · · · · · · · · · · · · · · · ·	
required.	\$	3,000.00	9.05%	\$	2,748.96	
Instructor travel and other expenses for private onsite classes. Non-discountable.	\$	3,000.00	9.05%	\$	2,748.96	
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APPENDIX C PRICING INDEX Gigamon Systems

74.1 2.132.11 6.1 111.011.0 11.122.1		0.84	mon systems
Installation / Configuration / Technical Services and Training Packages	14500	DIR Customer	DIR Customer
	MSRP	Discount	Price
		% off MSRP	
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 day / month,			
12 consecutive months)	\$ 55,000.00	4.0%	\$ 53,196.00
Recommended for a customer with a changing Gigamon deployment requiring Gigamon	33,000.00	4.070	33,130.00
expertise beyond their current staff capabilities.			
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 week /			
month, 12 consecutive months)	\$ 136,000.00	4.0%	\$ 131,539.20
Recommended for a customer with a large changing Gigamon deployment requiring	3 130,000.00	4.070	3 131,333.20
Gigamon expertise beyond their current staff capabilities.			
Gigamon On-site Support Engineer - Annual Contracted On-site Support (2 weeks /			
month, 12 consecutive months)	\$ 217,000.00	4.0%	\$ 209,882.40
Recommended for a customer with a large rapidly changing Gigamon deployment	\$ 217,000.00	217,000.00	3 203,882.40
requiring Gigamon expertise beyond their current staff capabilities			
Gigamon On-site Support Engineer - Annual Contracted On-site Support (3 weeks /			
month, 12 consecutive months)	\$ 273,000.00	4.0%	\$ 264,045.60
Recommended for a customer with a large rapidly changing Gigamon deployment	\$ 273,000.00	4.070	3 204,043.00
requiring Gigamon expertise beyond their current staff capabilities			
Gigamon On-site Resident Support Engineer - Annual Contracted On-site Support - 48			
Weeks, 12 consecutive months	\$ 300,000.00	4.0%	\$ 290,160.00
Recommended for a customer with a large rapidly changing Gigamon deployment	3 300,000.00	4.070	3 230,100.00
requiring Gigamon expertise beyond their current staff capabilitie			
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 day / month,			
12 consecutive months)	\$ 25,000.00	4.0%	\$ 24,180.00
Recommended for a customer with a changing Gigamon deployment requiring Gigamon	\$ 25,000.00	4.0%	3 24,160.00
expertise beyond their current staff capabilities.			
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 week /			
month, 12 consecutive months)	\$ 100,000.00	4.0%	\$ 96,720.00
Recommended for a customer with a large changing Gigamon deployment requiring	\$ 100,000.00	4.0%	\$ 90,720.00
Gigamon expertise beyond their current staff capabilities.			
Gigamon Remote Support Engineer - Annual Contracted Remote Support (2 weeks /			
month, 12 consecutive months)	ć 17F 000 00	4.00/	¢ 160,360,00
Recommended for a customer with a large rapidly changing Gigamon deployment	\$ 175,000.00	4.0%	\$ 169,260.00
requiring Gigamon expertise beyond their current staff capabilities.			
			·

Gigamon Remote Support Engineer - Annual Contracted Remote Support (3 weeks / month, 12 consecutive months)	\$ 225,000.00	4.0%	\$	217,620.00
Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	\$ 225,000.00	4.0%	۶	217,620.00
Gigamon Remote Resident Support Engineer - Annual Contracted Remote Support - 48  Weeks, 12 consecutive months				
Recommended for a customer with a large rapidly changing Gigamon deployment	\$ 275,000.00	4.0%	\$	265,980.00
requiring Gigamon expertise beyond their current staff capabilities.  COMPACT Onsite Design and Deployment assistance, used within 6 months of services				
kick off date.	\$ 8,500.00	4.0%	\$	8,221.20
COMPACT Onsite Design and Deployment assistance recommended where face to face	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		'	-,
contact is needed for improved communication, when physical onsite work needs FULLSIZE Onsite Design and Deployment assistance, used within 6 months of services kick				
off date.	\$ 15,000.00	4.0%	\$	14,508.00
FULLSIZE Onsite Design and Deployment assistance recommended for larger and/or more				- 1,220.22
complex assignments, where face to face contact is needed for improved c Onsite GigaHEALTH Network Assessment, used within 6 months of services kick off date.				
Onsite GigaHEALTH Network Assessment.	\$ 4,500.00	4.0%	\$	4,352.40
Optimization assistance which provides on-site Gigamon resource to collect, analyze and	4,500.00	4.070	,	4,332.40
provide recommended optimization recom  MIDSIZE Onsite Design and Deployment assistance, used within 6 months of services kick				
off date.	ć 10.500.00	4.00/	Ļ	10.155.60
MIDSIZE Onsite Design and Deployment assistance recommended where face to face	\$ 10,500.00	4.0%	\$	10,155.60
contact is needed for improved communication, when physical onsite work needs Gigamon PS Onsite Project Mgmnt PS work-day, used within 6 months of services kick off				
date.	ć 4.500.00	4.00/	,	4 252 40
Gigamon Onsite Project Management work-day applied to Gigamon design, deploy,	\$ 4,500.00	4.0%	\$	4,352.40
maintain, or optimize project activity.  Gigamon On-site PS work-day, used within 6 months of services kick off date.				
	\$ 4,500.00	4.0%	\$	4,352.40
Gigamon On-site work-day used as needed for design, deploy, maintain, or optimize activity.				·
Gigamon PS After Hours Uplift to standard work day, used within 6 months of services kick off date.				
Gigamon Professional Services After Hours Uplift for each after hours work-day (work	\$ 500.00	4.0%	\$	483.60
requested outside of normal work-day hours). Typically used for init				
Gigamon PS add-on work day to Gigamon PS design/deployment assistance packages, use w/in 6 months.				
Gigamon Professional Services Additional work-day used only in combination with	\$ 2,000.00	4.0%	\$	1,934.40
Gigamon PS design and deployment assistance packages as needed for larger o				
COMPACT Remote Design and Deployment assistance, used within 6 months of services kick off date.				
COMPACT Remote Design and Deployment assistance ideal for remote sites that don't	\$ 6,000.00	4.0%	\$	5,803.20
require physical presence to accomplish project goals, or projects that do				
Remote GigaHEALTH Network Assessment, used within 6 months of services kick off date.		4.00/		2 224 52
Optimization assistance which provides remote Gigamon resource to collect, analyze and	\$ 3,000.00	4.0%	\$	2,901.60
provide recommended optimization recommendations for customer's Gigamon solutio  KICK START Remote Design and Deployment assistance, used w/in 6 months of services  kick off date.				
	\$ 2,500.00	4.0%	\$	2,418.00
KICK START Remote Design and Deployment assistance, ideal for software upgrades, small deployments, and limited feature additions.	2,000.00			2, 12.00
*includes up to 1 (one)  Gigamon PS Remote Project Mgmnt PS work-day, used within 6 months of services kick				
off date.	\$ 3,000.00	4.0%	\$	2,901.60
Gigamon Remote Project Management work-day applied to Gigamon design, deploy,	3,000.00	4.070	۶	2,301.00
maintain, or optimize project activity.		l	L	

immixTechnology, Inc DIR-TSO-4315					
APPENDIX C PRICING INDEX			Centrify	/	
Installation / Configuration / Technical Services and Training Packages			DIR Customer	DIR Cu	stomer
		MSRP	Discount	Price	
			% off MSRP		
Remote Consulting Day - Infrastructure Services	\$	2,200.00	2.75%	\$	2,155.55
Project Manager	\$	2,200.00	2.75%	\$	2,155.55
Professional Services Architect	\$	2,400.00	2.75%	\$	2,351.51
Onsite Consulting Fixed Cost Travel - Week	\$	3,000.00	2.75%	\$	2,939.38
Centrify Analysis Package	\$	14,000.00	2.75%	\$	13,717.11
Centrify Annual Operations Health Check	\$	35,230.00	2.75%	\$	34,518.13
Infrastructure Services Operations Jump Start	\$	15,000.00	2.75%	\$	14,696.91
Infrastructure Services Operations Jump Start - Cleared Resource	\$	17,000.00	2.75%	\$	16,656.49
Infrastructure Services Mini Jump Start	\$	11,000.00	2.75%	\$	10,777.73
Infrastructure Services Windows Jump Start	\$	24,050.00	2.75%	\$	23,564.04
Infrastructure Services Basic Jump Start - 100	\$	20,600.00	2.75%	\$	20,183.75
Infrastructure Services Standard Jump Start - 300	\$	42,000.00	2.75%	\$	41,151.34
Infrastructure Services Professional Jump Start - 600	\$	44,900.00	2.75%	\$	43,992.74
Infrastructure Services Standard Upgrade Jump Start	\$	49,300.00	2.75%	\$	48,303.83
Infrastructure Services Basic PAS Jump Start	\$	12,500.00	2.75%	\$	12,247.42
Infrastructure Services Advanced Jump Start - 1000	\$	62,000.00	2.75%	\$	60,747.21
Infrastructure Services Upgrade Advanced Jump Start - 1000	\$	66,000.00	2.75%	\$	64,666.39
Centrify Training - Centrify Infrastructure Services Standard Edition –VILT, 4 days, 1	\$	3,000.00	2.75%	\$	2,939.38
Centrify Training - Centrify Infrastructure Services Enterprise Edition –VILT, 5 days, 1	\$	3,750.00	2.75%	\$	3,674.23
Centrify Training - Centrify Privileged Access Service - VILT, 2 days, 1 student	\$	1,500.00	2.75%	\$	1,469.69
Centrify Training - Centrify Privileged Access Service - ILT, 2 days, up to 10 students	\$	7,500.00	2.75%	\$	7,348.45
Centrify Training - Centrify Infrastructure Services Enterprise - Onsite Training	\$	17,000.00	2.75%	\$	16,656.49
Centrify Training - Centrify Infrastructure Services Standard Edition –E-Learning, 1 student	\$	1,000.00	2.75%	\$	979.79
Centrify Training - Centrify Infrastructure Services Enterprise Edition –E-Learning, 1	\$	1,000.00	2.75%	\$	979.79
Centrify Training - Centrify Privileged Access Service - E-Learning, 1 student	\$	1,000.00	2.75%	\$	979.79
Centrify Certified Systems Administrator Exam	\$	125.00	2.75%	\$	122.47
Centrify Certified Systems Engineer Exam	\$	125.00	2.75%	\$	122.47

APPENDIX C PRICING INDEX	Citrix Systems, Inc.

Installation / Configuration / Technical Services and Training Packages	MSRP		DIR Customer	DIR Customer	
			Discount	Price	
			% off MSRP		
CLOUD PLATFORM TECHNICAL SVCS	\$	40,000.00	5%	\$	38,189.97
UP TO 46 HRS OF CCS TO BE SVCS	\$	13,616.00	5%	\$	13,027.65
UP TO 46 HRS OF CCS TO BE SVCS	\$	13,616.00	5%	\$	13,027.65
Citrix Services Voucher. Each voucher includes up to 46 hours of Citrix services for site					
planning, installation, or implementation activities. May include technical resource, QA	\$	13,616.00	5%	\$	13,027.65
reviews, and/or project oversight. Valid for 1 year.					
3YR 200 TRM HOURS ANG MNT LICS	\$	120,000.00	5%	\$	114,814.69
1YR 200 TRM Hours-ANG Maintenance - NEW	\$	40,000.00	5%	\$	38,271.56
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	17,040.00	5%	\$	16,303.68
completed whitin 1yr. Not subject to acceptance					
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	17,040.00	5%	\$	16,303.68
completed whitin 1yr. Not subject to acceptance	Y	17,040.00	370	٧	10,303.08
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	17,040.00	5%	\$	16,303.68
completed whitin 1yr. Not subject to acceptance					
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	14,208.00	5%	\$	13,594.08
completed whitin 1yr. Not subject to acceptance	7	14,200.00	370	٧	13,334.00
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	14,208.00	5%	\$	13,594.08
completed whitin 1yr. Not subject to acceptance					
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and	\$	14,208.00	5%	\$	13,594.08
completed whitin 1yr. Not subject to acceptance			370		
Virtual Desktops Service	\$	220.00	9%	\$	202.25
Virtual Apps Service	\$	220.00	9%	\$	202.25
Secure Browser Service	\$	60.00	9%	\$	55.16
Endpoint Management Service	\$	60.00	9%	\$	55.16
Endpoint Management Service	\$	75.00	9%	\$	68.95
Endpoint Management Service	\$	195.00	9%	\$	179.26
Workspace Service, Edition- Standard, User, Path- Base (price is per user/per year)	\$	144.00	9%	\$	132.38
Workspace Service, Edition- Premium, User, Path- Base (price is per user/per year)	\$	360.00	9%	\$	330.95
Workspace Service, Edition- Premium Plus, User/Device, Path- Base (price is per user/per	\$	500.00	9%	\$	459.65

Workspace Service, Edition- Premium Plus, Concurrent, Path- Base (price is per user/per	\$	1,100.00	9%	\$	1,011.23
Priority for Virtual Desktops Svc U/D	\$	11.00	9%	\$	10.11
Priority for Virtual Apps Service U/D	\$	11.00	9%	\$	10.11
	•			-	
Priority for VA & VD Service U/D	\$	15.00	9%	\$	13.79
Priority for Workspace Service Std U	\$	6.00	9%	\$	5.52
Priority for Workspace Service Prm U	\$	15.00	9%	\$	13.79
Priority for Workspace Svc Prm Plus U/D	\$	25.00	9%	\$	22.98
Priority for Workspace Svc Prm Plus CCU	\$	55.00	9%	\$	50.56
,	\$			\$	
Priority for Secure Browser Svc Std U/D	•	3.00	9%		2.76
Sharefile Service Unlimited	\$	11.00	9%	\$	10.11
Sharefile Service Unlimited	\$	16.50	9%	\$	15.17
Sharefile Service Unlimited	\$	27.50	9%	\$	25.28
Priority for Sharefile Svc Ultd Std U	\$	0.55	9%	\$	0.51
Priority for Sharefile Svc Ultd Adv U	\$	0.83	9%	\$	0.76
Priority for Sharefile Svc Ultd Prm U	\$	1.38	9%	\$	1.26
Virtualization Instructor-Led Training Voucher - 1 Day	\$	1,000.00	9%	\$	919.30
Virtualization Instructor-Led Training Voucher - 5 Day	\$	5,000.00	9%	\$	4,596.49
Virtualization Premium Instructor-Led Training Voucher - 5 Day	\$	6,000.00	9%	\$	5,515.79
·				-	
Networking Instructor-Led Training Voucher - 1 Day	\$	1,000.00	9%	\$	919.30
Networking Instructor-Led Training Voucher - 5 Day	\$	5,000.00	9%	\$	4,596.49
Virtualization Instructor-Led Training Voucher - 2 Day	\$	2,000.00	9%	\$	1,838.60
Virtualization Instructor-Led Training Voucher - 3 Day	\$	3,000.00	9%	\$	2,757.90
Workspace Instructor-Led Training Voucher - 4 Day	\$	4,000.00	9%	\$	· · · · · · · · · · · · · · · · · · ·
					3,677.19
Networking Instructor-Led Training Voucher - 2 Day	\$	2,000.00	9%	\$	1,838.60
Networking Instructor-Led Training Voucher – 3 Day	\$	3,000.00	9%	\$	2,757.90
Networking Instructor-Led Training Voucher – 4 Day	\$	4,000.00	9%	\$	3,677.19
SHAREFILE REMOTE QUICKSTART	\$	1,800.00	5%	\$	1,722.22
Standard Exam Voucher	\$	200.00	9%	\$	•
	•				183.86
XenMobile Instructor-Led Training Voucher - 1 Day	\$	1,000.00	9%	\$	919.30
XenMobile Instructor-Led Training Voucher - 2 Day	\$	2,000.00	9%	\$	1,838.60
XenMobile Instructor-Led Training Voucher - 3 Day	\$	3,000.00	9%	\$	2,757.90
XenMobile Instructor-Led Training Voucher - 4 Day	\$	4,000.00	9%	\$	3,677.19
XenMobile Instructor-Led Training Voucher - 5 Day	\$			\$	•
		5,000.00	9%	-	4,596.49
Citrix ShareFile Hyrbid QuickStart (up to 1000 users)	\$	10,000.00	5%	\$	9,567.90
Cloud Instructor-Led Training Voucher - 1 Day	\$	1,000.00	5%	\$	956.78
Cloud Instructor-Led Training Voucher - 2 Day	\$	2,000.00	5%	\$	1,913.58
Cloud Instructor-Led Training Voucher - 3 Day	\$	3,000.00	5%	\$	2,870.36
Cloud Instructor-Led Training Voucher - 4 Day	\$	4,000.00	5%	\$	•
,	•				3,827.15
Cloud Instructor-Led Training Voucher - 5 Day	\$	5,000.00	5%	\$	4,783.94
ARCHITECTURE WORKSHOP FOR SVCS	\$	5,680.00	7%	\$	5,348.85
Up to 46 hrs of CCS to be applied towards future work. Must be scoped by CCS and comple	\$	16,330.00	5%	\$	15,624.36
1YR CONS SERVICES CREDIT- NETWORKING UP TO 46 HRS OF CCS	\$	16,330.00	5%	\$	15,624.36
1YR CONS SERVICES VOUC					
	\$	16,330.00	5%	\$	15,624.36
ARCHITECTURE WORKSHOP FOR SVCS	\$	5,680.00	5%	\$	5,434.56
Networking Partner Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expira	\$	23,000.00	11%	\$	20,630.77
Networking Partner Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expira	\$	25,000.00	11%	\$	22,424.74
Networking Partner Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expira		35,000.00	11%	\$	31,394.64
Networking Partner Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expira				-	
		40,000.00	11%	\$	35,879.59
Cloud Partner Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	24,000.00	13%	\$	20,968.43
Workspace Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	17,000.00	9%	\$	15,628.08
Workspace Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
Workspace Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	27,000.00	9%	\$	24,821.06
Virtualization Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	22,500.00	9%	\$	20,684.22
Workspace Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
Workspace Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	35,000.00	9%	\$	32,175.45
Virtualization Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$	23,000.00	5%	\$	22,006.15
Virtualization Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$	25,000.00	5%	\$	23,919.73
				-	
Virtualization Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$	35,000.00	7%	\$	32,618.34
Virtualization Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$	40,000.00	5%	\$	38,271.56
Networking Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	17,000.00	9%	\$	15,628.08
Networking Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
Networking Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	27,000.00	9%	\$	24,821.06
				-	
Networking Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	22,500.00	9%	\$	20,684.22
	_	30,000.00	9%	\$	27,578.96
Networking Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	· · ·			22 475 45
Networking Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration  Networking Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	35,000.00	9%	\$	32,175.45
Networking Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	35,000.00			
		•	9% 5% 5%	\$ \$ \$	22,006.15 23,919.73

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Networking Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$	35,000.00	7%	\$	32,618.34
Networking Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$	40,000.00	5%	\$	38,271.56
Cloud Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	24,000.00	8%	\$	22,136.03
Cloud Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$	23,000.00	5%	\$	22,006.15
Cloud Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$	25,000.00	5%	\$	23,919.73
Cloud Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$	35,000.00	7%	\$	32,618.34
Cloud Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$	40,000.00	5%	\$	38,271.56
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	17,000.00	9%	\$	15,628.08
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration		25,000.00	9%	\$	22,982.46
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	-	27,000.00	9%	\$	24,821.06
Mobility Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	22,500.00	9%	\$	20,684.22
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration		30,000.00	9%	\$	27,578.96
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration		35,000.00	9%	\$	32,175.45
Mobility Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	\$	23,000.00	5%	\$	22,006.15
Mobility Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	\$	25,000.00	5%	\$	23,919.73
Mobility Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	\$	35,000.00	7%	\$	32,618.34
Mobility Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	\$	40,000.00	5%	\$	38,271.56
Workspace Standard Group Training Pass 1-3 Day up to 6 Students 1-Lab 1-yr Expiration	\$	12,000.00	9%	\$	11,031.58
Workspace Standard Group Training Pass 1-3 Day up to 12 Students 1-Lab 1-yr Expiration	\$	20,000.00	9%	\$	18,385.97
Workspace Standard Group Training Pass 1-3 Day up to 14 Students 1-Lab 1-yr Expiration	\$	22,000.00	9%	\$	20,224.57
Workspace Standard Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	\$	17,500.00	9%	\$	16,087.72
Workspace Standard Group Training Pass 4-5 Day up to 12 Students 1-Lab 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
Workspace Standard Group Training Pass 4-5 Day up to 14 Students 1-Lab 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
Networking Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	12,000.00	9%	\$	11,031.58
Networking Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	20,000.00	9%	\$	18,385.97
Networking Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	22,000.00	9%	\$	20,224.57
Networking Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$	17,500.00	9%	\$	16,087.72
Networking Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
Networking Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
End Point Mgmt Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	12,000.00	9%	\$	11,031.58
End Point Mgmt Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	20,000.00	9%	\$	18,385.97
End Point Mgmt Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	22,000.00	9%	\$	20,224.57
End Point Mgmt Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$	17,500.00	9%	\$	16,087.72
End Point Mgmt Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
End Point Mgmt Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
ShareFile Instructor-Led Training Voucher - 1 Day	\$	1,000.00	9%	\$	919.30
ShareFile Instructor-Led Training Voucher - 2 Day	\$	2,000.00	9%	\$	1,838.60
ShareFile Instructor-Led Training Voucher - 3 Day	\$	3,000.00	9%	\$	2,757.90
ShareFile Instructor-Led Training Voucher - 4 Day	\$	4,000.00	9%	\$	3,677.19
ShareFile Instructor-Led Training Voucher - 5 Day	\$	5,000.00	9%	\$	4,596.49
ShareFile Premium Instructor-Led Training Voucher - 5 Day	\$	6,000.00	9%	\$	5,515.79
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	17,000.00	9%	\$	15,628.08
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	27,000.00	9%	Ś	24,821.06
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$	22,500.00	9%	\$	20,684.22
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	35,000.00	9%	\$	32,175.45
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	\$	20,000.00	9%	\$	18,385.97
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	\$	22,000.00	9%	\$	20,224.57
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	\$	12,000.00	9%	\$	11,031.58
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	\$	25,000.00	9%	\$	22,982.46
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	\$	30,000.00	9%	\$	27,578.96
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	\$	17,500.00	9%	\$	16,087.72
	-		9%	\$	1,103.16
	\$	1 200 00 1			22.98
Annual eLearning Subscription	\$	1,200.00 25.00		· `	22.30
Annual eLearning Subscription Citrix Education Tokens: One Token	\$	25.00	9%	\$	183 86
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration	\$	25.00 200.00	9% 9%	\$	
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration	\$ \$ \$	25.00 200.00 500.00	9% 9% 9%	\$ \$	459.65
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration	\$ \$ \$	25.00 200.00 500.00 900.00	9% 9% 9% 9%	\$ \$ \$	459.65 827.37
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration	\$ \$ \$ \$	25.00 200.00 500.00 900.00 1,200.00	9% 9% 9% 9% 9%	\$ \$ \$	459.65 827.37 1,103.16
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration 1-Student GTP Add-On (1-3 day course)	\$ \$ \$ \$ \$	25.00 200.00 500.00 900.00 1,200.00 1,500.00	9% 9% 9% 9% 9% 9%	\$ \$ \$ \$	459.65 827.37 1,103.16 1,378.95
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration 1-Student GTP Add-On (1-3 day course) 1-Student GTP Add-On (4-5 day course)	\$ \$ \$ \$ \$ \$	25.00 200.00 500.00 900.00 1,200.00 1,500.00 2,500.00	9% 9% 9% 9% 9% 9%	\$ \$ \$ \$ \$	459.65 827.37 1,103.16 1,378.95 2,298.25
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration 1-Student GTP Add-On (1-3 day course) 1-Student GTP Add-On (4-5 day course) Citrix eLearning Subscription Voucher – Expires after 12 months	\$ \$ \$ \$ \$ \$	25.00 200.00 500.00 900.00 1,200.00 1,500.00 2,500.00 600.00	9% 9% 9% 9% 9% 9% 9%	\$ \$ \$ \$ \$	459.65 827.37 1,103.16 1,378.95 2,298.25 524.21
Annual eLearning Subscription Citrix Education Tokens: One Token Citrix Education Tokens: 8 Tokens - 1 Year Expiration Citrix Education Tokens: 20 Tokens - 1 Year Expiration Citrix Education Tokens: 40 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration Citrix Education Tokens: 60 Tokens - 1 Year Expiration 1-Student GTP Add-On (1-3 day course) 1-Student GTP Add-On (4-5 day course)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25.00 200.00 500.00 900.00 1,200.00 2,500.00 600.00 300.00	9% 9% 9% 9% 9% 9%	\$ \$ \$ \$ \$	183.86 459.65 827.37 1,103.16 1,378.95 2,298.25 524.21 275.79